

The NATIONAL WOOL GROWER



VOLUME XXI
NUMBER 1
JANUARY
— 1931 —

Idaho Votes Full
Quota of Lamb Fund

Diseases of Young Lambs

By

DR. HADLEIGH MARSH

The Distribution of
1930 Lamb Shipments

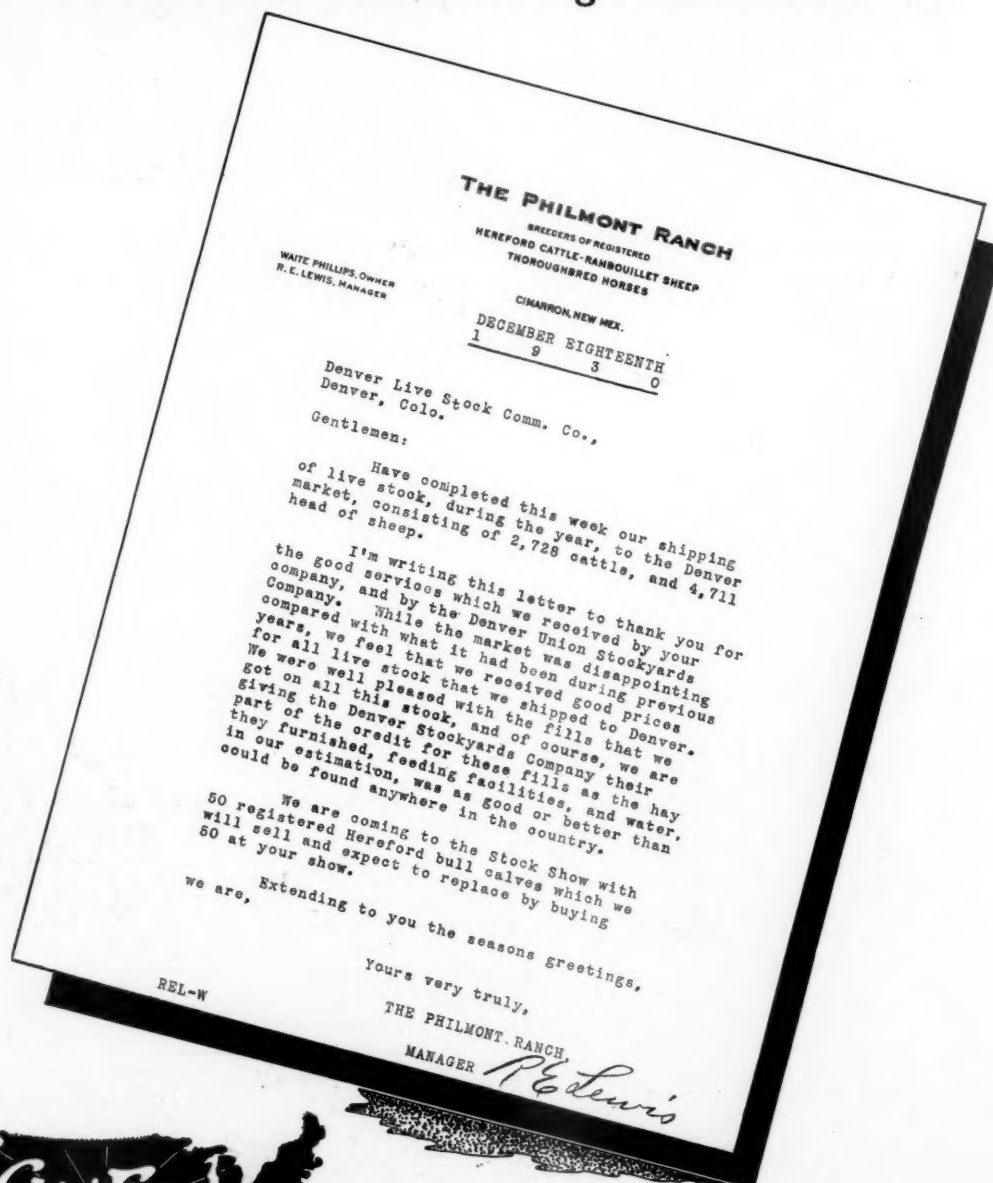
By

J. S. CAMPBELL

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SALT LAKE CITY, UTAH

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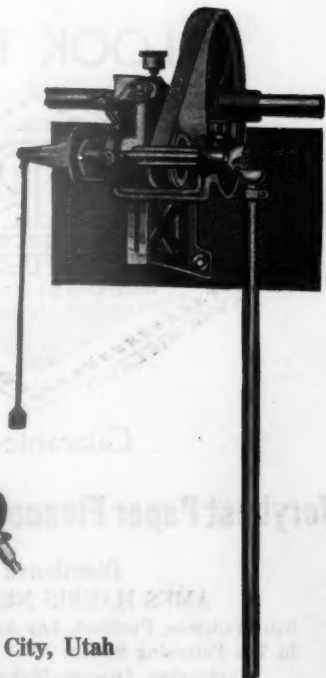
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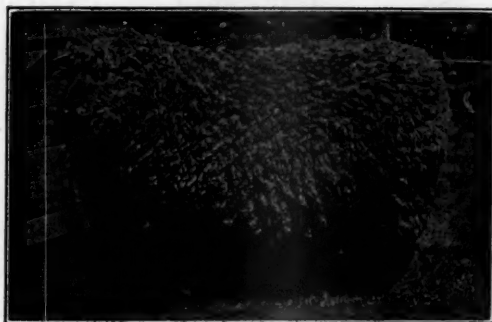
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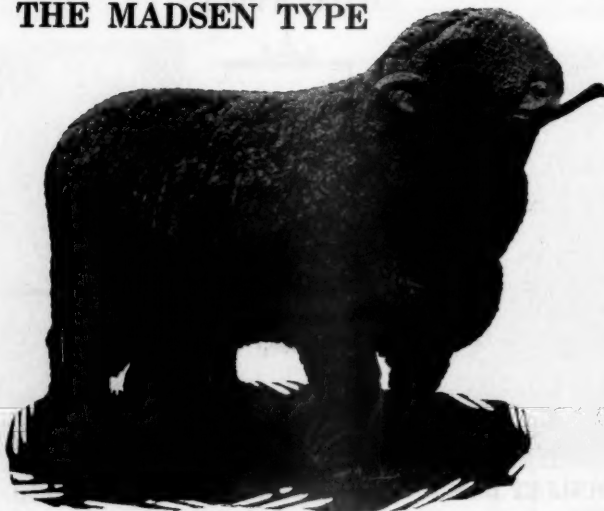
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Salt Lake City, Utah

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Official Organ of the
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Published Monthly at 509 McCornick Building, Salt Lake City, Utah, by the National Wool Growers Association Co., Inc.

F. R. Marshall, Editor

Irene Young, Assistant Editor

SUBSCRIPTION RATES—Payment of dues in the National Wool Growers Association includes a year's subscription to the National Wool Grower. Dues and subscriptions are received along with state association dues by the secretaries shown below in the following states: Arizona, California, Colorado, Idaho, Montana, New Mexico, Oregon, Utah, and Washington. To nonmembers in the United States and Canada, \$1.50 per year; foreign, \$2.00 per year.

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JANUARY, 1931

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EDITORIAL

The Idaho Association's enthusiastic support of the new lamb educational program through the larger National Association budget is a fine demonstration of the possibilities of organized effort that have not been recognized or appreciated heretofore. The California Association is inaugurating new lines of activity to fully acquaint its members with the business possibilities of the new program and the advantages to be obtained by them through putting up the state's full quota of the National budget for 1931 (printed on page 12 of the December Wool Grower). The full support from all the states is assured.

Idaho's Example

The carrying out of the new program will be a demonstration to the associated interests that the lamb raisers are alive and ready to look after their own rights and responsibilities and worthy of receiving still greater cooperation in placing lamb upon its rightful basis in the food industries.

A partial study of the figures of marketing 1930 lambs is printed in this issue. It was prepared by J. S. Campbell of the Market News Service at Chicago for presentation at the Colorado Springs convention.

Better Marketing

The large shipments of lambs of last year were distributed through the different months more uniformly than ever before. Perhaps too uniformly, because the strength of the eastern demand varies and will not always absorb its average volume of lamb in any one week or month. But unless or until the farm organizations and the sales agencies can better regulate the marketing of native lambs, western shippers can best serve themselves by supplying the market as was done in 1930—by topping out and shipping as the lambs are ready, even though it means two or three trips to the market instead of one.

Reducing the cost of production and the improvement of quality are important and much is being accomplished, though it is impossible that costs can be brought into line with present markets. Any lessening of expense means a reduction of loss now and an increase of profit later. By better marketing, as referred to, the quality of the lambs going to the trade is raised and the net returns to the shipper are increased.

It may be that the prices paid at the markets for lambs arriving "with the bloom on" are not so much above the price of the general run as they should be. That phase of the lamb markets will be a subject of special study during this year to show just how packer prices on live lambs vary with real

carcass value. The officers of the National Association have repeatedly argued with the packers that it is idle to ask or expect raisers to ship lambs at any time or weight, or in any particular condition, unless compliance with such suggestions means better returns on the sales accounts.

According to all the rules and the laws of cycles which the economists propound, the sheep business should now be on the upgrade. Neither the wool nor the lamb market shows any improvement so far this year. Lambs still appear to be in a strong statistical position for next month and the course of prices in the competitive markets will be watched with more than usual interest in February and March.

Encouragement in Pessimism

General business seems to have gone to the lowest possible depths of pessimism in the minds of those supposed to lead. This, probably, is a necessary offset to the unjustified confidence and optimism that prevailed for many months when there was failure to face the facts, to forget the uneconomic conditions of 1929 and return to sound business practices and conceptions. This present pessimism affords real encouragement for the future. Things can only go upward from where they now are.

It is another case of "how far can a dog run into the woods." The answer being "only half way" because then he is coming out. As is usual in economic slumps, textiles and the sheep business were first to go into a tail spin. Also, as usually they can be expected to be the first to emerge.

Notwithstanding the repeated assertions that the present depression is "the worst on record", such is not the case. Every drouth and every severe winter spell is pronounced by some as being the most serious ever, even though when passed many of them were plainly shown to have been comparatively insignificant. And so with unfavorable business conditions. The present conditions can never be viewed as anything but serious and important, but they do not compare with what the sheep business survived in 1920 and 1921. At that time most banks were short of cash and heavily loaded with frozen assets. Now the banks are in good shape and find that their livestock loans are equally as secure as those made upon any other commodity or form of collateral.

Not the Worst Ever

SELLING POLICY OF THE NATIONAL WOOL MARKETING CORPORATION

THE Boston papers of December 24 carried the following statement released by Secretary J. B. Wilson of the National Wool Marketing Corporation:

"The cooperative wool will be sold not only at values corresponding to importing parity of similar foreign wool, but also at prices which definitely make wool raised by United States wool growers better value to the purchaser than similar foreign wool. Regardless of the cost of foreign wool duty paid here, whether above or below today's level, these values will be met by the wool held by the National Wool Marketing Corporation; not only met, but will be priced to make the cooperative wool better value than the foreign wool to the American consumer."

Upon its appearance this statement was construed by some sections of the wool trade as meaning that the Corporation had decided to reduce the amount of wool being carried by making drastic price concessions.

The attempt was made to make it appear that the Corporation had changed its selling policy. Such is not the case. The Corporation stands, as it has since its beginning for the maintaining of United States wool prices at levels determined by foreign values, plus the American tariff, and with allowance for variations in value through different methods of preparation and removal of inferior parts of fleeces as is common in imported wool.

At the time the announcement was made, foreign markets were declining and there was strong prospect of considerable importations to Boston which, on arrival, would be sold at values corresponding with the lower prices abroad. The Corporation officers understood fully that it was never possible to obtain a price in the American market that was out of line with foreign costs plus the tariff and their announcement was for the purpose of reminding the trade that their stock of domestic wools was offered in condition desired by American manufacturers and would always be available at prices corresponding to those ruling for foreign wools but

not lower. The effect of the announcement was to discourage heavy buying by American interests in foreign markets and to retain for the Corporation and other interests carrying stocks of domestic wool the preference of supplying the needs of manufacturers.

WOOL CUSTOMS DECISIONS FAVOR GROWERS

TWO important decisions in connection with the collection of import duties upon wool have recently been placed in effect by the Treasury Department upon recommendation of the Commissioner of Customs.

These decisions will serve to clear up some matters that were not fully disposed of when the Hawley-Smoot tariff bill was under consideration by Congress. In the hearings before the House and Senate the representatives of the growers had urged that importers of sheep skins carrying wool should be required to pay the regular rate of duty upon the full weight of wool that would be removed from the skin in the ordinary commercial process of pulling. It was objected by the importers that the duty should be paid only upon the amount of wool that could be removed by shearing of the skins because for many years it had been the practice of the customs officials to determine the weight of wool carried on such skins by shearing tests and then to levy the duty only on that amount. With the newer process of pulling, under which the complete length of the fiber is removed for manufacturing purposes, the importers of woolskins have had an unfair advantage over the grower and over the importers of shorn wools because they were required to pay duty only upon a part of the wool which they actually imported and later removed from the skins for sale or for manufacturing purposes in their own plants. The committees of Congress finally decided that this was a matter which could be decided and handled by the customs officials themselves. Since the passage of the new tariff act last summer the National Wool Growers Association and the National Wool Marketing Corporation have urged upon the officials that the examiners or

appraisers at the ports of entry should require that the duty be collected upon the full amount of wool carried on the skins. A decision announced by the Treasury Department to become effective on January 8 was recently published and has gone into effect. The result of this decision will greatly aid in stabilizing wool market conditions as it places all importers of wool upon a similar basis and relieves the grower from the effect of the competition of a considerable quantity of imported wools upon which only a part of the fair duty formerly was collected.

The other decision was rendered on December 13 in respect to "made noils". In recent years importers have been bringing in increasing amounts of material classified and entered as noils, and under the new tariff act paying a duty of twenty-three cents per pound. It was argued before the Treasury Department by the National Wool Growers Association and the National Wool Marketing Corporation that this class of noils was not properly appraised and that it really should have been entered under the paragraph of the tariff act covering "wools advanced by any process of manufacture," under which duty would be thirty-seven cents per pound and twenty per cent of the value in addition. It was shown that these "made noils" were really scoured wool. They had been passed through combs but really carried the original amount of the longer wool from which they were made. The Treasury decision requires this higher rate of duty. Approximately one million pounds per month of this material had been coming in from abroad before announcement of the new decision and the amounts were increasing rapidly.

The obtaining of these decisions further emphasizes the necessity of careful watching by growers of administration of custom laws as well as their drafting while in process of enactment.

Other matters pertaining to the administration of the wool customs, such as that on determining the shrinkage of foreign wools, are being studied by the Association and the Corporation and will be presented to the Treasury officials.

The Forest Grazing Fee Increases

ON January 3 Senators Thomas of Idaho and Carey of Wyoming presented the question of reduction of 1930 and 1931 forest grazing fees to Secretary Hyde. There were accompanied by J. B. Wilson of Wyoming, J. A. Hooper of Utah, and J. W. Hoech of Oregon.

The arguments of these representatives of the growers were substantially the same as have been presented at recent meetings and placed before the government officials in the resolutions adopted at Salt Lake City on August 23 and at Colorado Springs on December 12.

Secretary Hyde assured the delegation which called upon him that the government was not primarily interested in the amount of net revenue turned into the Treasury from the collections made from the livestock industry but that before making answer he wished to consult with the officials of the Forest Service to determine whether the granting of the request would be consistent with the policies of the Service. Under date of January 6 the Secretary advised Senator Thomas that he had consulted further with Chief Forester Stuart and Inspector-in-Charge Rachford and had determined that in view of all the conditions and considerations it would be impossible to make any alteration in the present plan of collecting fees for grazing livestock on the national forests. This means that the installment increase started in 1928 will continue through 1931 and that the total collections from livestock for the present year will be approximately \$200,000 in excess of the amount charged in 1930. A report from Washington indicates that western senators may appeal to President Hoover for consideration of this question.

THE recent annual report of Major Stuart, Forester, covering the work of the United States Forest Service for the twelve months ending June 30, 1930, permits the first real measure of the effects of the new scale of grazing charges as approved at Salt Lake City by Secretary of Agriculture Jardine on January 25, 1927.

In Secretary Jardine's decision it was ordered that the final amount of increases as had been decided upon by himself, Mr. Casement, and Colonel Greeley, then Forester, would be put into effect in four yearly installments commencing in 1928, the last one to take effect in 1931.

The following table shows the number of permits issued and of cattle and sheep grazed during the years 1927, 1928, and 1929:

Annual Charge for Forest Grazing

Calendar Year	Cattle Permits	Number Cattle	Sheep Permits	Number Sheep	Total (1) Charges
1926.....	22,295	1,456,858	5,982	6,212,657	\$1,580,942
1927.....	20,871	1,403,192	6,129	6,976,898	1,713,730
1928.....	19,967	1,335,903	6,457	6,509,421	1,740,289
1929.....	19,873	1,322,465	6,574	6,650,719	1,942,914

The amounts of total charges,⁽¹⁾ as reported by the Forest Service, are not for the same years as shown in the remainder of the table. The \$1,942,914 shown in the table was collected during twelve months ending June 30, 1930, and was partly for stock on which payments were

made in the last half of 1929 and partly for the first half of 1930. It is therefore impossible to relate the total charges directly to the numbers of stock for any one year. This, however, is not very material. The increasing amounts of annual collections from grazing are a fair measure of the higher scale of grazing fees as first applied in 1928.

No accurate statement of the effect of the higher scale of fees was given at the time the matter was closed by the decision of Secretary Jardine. It had been estimated that the full amount of the additional annual charge would be about \$800,000. The reductions suggested by Mr. Casement and approved by the Secretary of Agriculture amounted to about \$75,000 per year. It now appears that the original estimate was about correct. The first installment of the increase was paid for grazing furnished in 1928. The receipts for the fiscal year can fairly be considered as representing the effect of the addition of the first 25 per cent of the increase in the fees. This amount is \$202,625. In 1932 when the new scale is in full effect, and thereafter, until the charges may be lowered or raised, the total charges paid by owners of livestock grazed on national forests will be \$2,523,230.00 per year, instead of \$1,717,730.00 in the last year before the new scale was put into effect.

In discussion of livestock conditions

and of grazing policies of the Service, the Forester's report, in part, says further:

"Favorable cattle markets throughout 1929 gave growers a stronger financial position than for some years. This in turn was reflected in better care and management of herds on the national forests and better satisfied permittees. In contrast, the condition of the sheep industry was rather discouraging. Wool dropped to the lowest level since 1921, and lamb prices declined. The year marked the end of a cycle of prosperity in the business, and much pessimism prevails as to the future.

"Times of depression bring out the value of the national-forest range, with its assured stability and encouragement for the grower through efficient management to offset low prices by lowered death losses and increased weights of lambs. Efficient labor and good supervision during the summer season are essential alike to the success of the business and to good range management. The need of the latter has been made more obvious and more urgent by the long periods of deficient precipitation, which have left their mark on all western ranges. The permanence of the effect probably can not be fully determined until better seasonal conditions arrive. It is certain that for the present the volume of production of forage has been decreased and range capacity impaired. For this reason careful attention has been given to reducing use promptly when the signs of range decline appear.

"With 13,438 fewer cattle, but 141,298 more sheep permitted in 1929 than in 1928, and with 5 sheep reckoned as the equivalent of 1 cow in forage requirements, the national-forest ranges carried during 1929 a net livestock increase over 1928 equivalent to 14,822 more cattle. Compared with 1925 the number was 118,786 less—about 4.3 per cent. In the same period the number of livestock in the 11 western states declined about 15.5 per cent. Fluctuations in numbers and class of stock must be expected in response to varying economic and physical conditions. The recent swing toward sheep will probably now be reversed.

"The development of range-management plans during 1929 made satisfactory

progress. Range users are taking a more active interest in them and are generally accepting them as indispensable in securing the greatest returns. Time emphasizes the relation of labor to the successful application of the plans. As a rule the man in charge of stock is perforce given wide latitude to exercise his judgment without close supervision. Nevertheless, the extent to which the owner shows interest, gives general directions, keeps his camps properly supplied with food, salt, etc., pays adequate wages, and classifies his herds so as to permit the kind of management range conditions dictate will by and large determine his profits. This is especially true in periods of depression, when a few pounds of increased weight in lambs or beef at least partly make up for lower market prices.

"Supervision and management of the herds while on the range is a distinct responsibility of the owner, which the Forest Service does not attempt to assume, although it can and does prescribe in cooperation with the stockmen, the manner by which the best results will be secured both from a business and range standpoint. * * * *

"The elimination of bad practices is the goal of the Forest Service. In striving to reach this goal, however, long-standing prejudices and opinions must be encountered. In some cases these lead to an accusation of arbitrary and bureaucratic requirements when the regulatory measures are imposed that are necessary to keep national-forest land fully productive and to insure the greatest net public benefit in timber, game, and livestock production and in watershed protection. To redeem its responsibilities under the law, however, the Forest Service must require observance of these measures.

"The question has been raised whether the regulations and range management practices are, after all, adapted to ranges where timber production and watershed protection are not involved. The regulations and practices are the outcome of 25 years of experience, experimentation, and practical trial and test on all kinds of land. They are flexible, permitting the kind of management the specific land resources dictate. In other words, the values represented and their requirements are the

governing factors. On most of the national-forest ranges it is true that more than one resource is involved and that management of the land must involve plans for the best correlated use. On the other hand, forage may be the dominant, if not the only, resource. Where this is the case its protection and use forms the main or sole foundation for the plans and practices."

COURT RULES ON PACKERS' CONSENT DECREE

DECISION in the case of the petition of the large packers for modification of the well known consent decree was rendered on January 5 by Justice Jennings Bailey of the Supreme Court of the District of Columbia. The newspapers report the decision as constituting a great victory for the packers; as one metropolitan daily expressed it, "the packers got one-third of what they asked for, ninety per cent of what they wanted".

The three principal features of the decision are (1) that the packers are not permitted to enter into retail business; (2) they are still enjoined from owning stock in any stock yards company; and (3) they are now permitted "to manufacture, sell, and deal in" the commodities known as unrelated lines and "to use or permit others to use" their distribution facilities. In other words, the packers may engage in manufacturing and wholesale operations in fish, vegetables, fruits, soda fountain supplies, coffee, teas, flour, sugar, grain, and dairy products. They can ship these articles as well as meat in the freight cars which they own and permit other concerns to ship in those same cars.

The decision, which apparently is not likely to be appealed from by the government or the wholesale grocers' organizations, which opposed the packers' petition, comes after ten years of effectiveness of the original decree of 1920. Following the issuance of the original decree, the packers obtained a suspension of its provision under which they were required to divest themselves of their holdings in stock yard companies. The court was convinced that it would be unfair to compel the immediate sale of such hold-

ings. One of the packers still maintains its interest in a considerable number of stock yards, although it is considered that none of the others now have any material holdings at any of the larger public markets. An attempt was made in 1925 to set aside the decree as affecting dealings by the packers in wholesaling fruits and vegetables. Justice Bailey, who rendered the present decision, ruled in favor of the packers at that time, but later was reversed by the United States Supreme Court, which held the decree valid. Following this decision the decree was made effective on July 24, 1929. Immediately thereafter Armour and Swift companies filed petitions requesting the modification of the decree with the results above reported.

In declining to modify the decree in such a way as to permit the actual operation of retail stores by the packers, Justice Bailey said: "Whether such complete integration in merchandising from the producer to the consumer would produce better conditions as a whole, is an economic question which is not for the court to decide."

The President of the National Wholesale Grocers Association published a statement following the decision in which he expressed serious concern over its effects. He remarked that "the meat business is now the country's largest industry, having recently passed the automobile business in sales volume. The decision permits the largest factors in the largest food field to add all other foods to their present gigantic volume."

A prominent business and financial paper anticipates that "with practically unlimited financial resources at their command, at least two large packers are expected to acquire or create vast producing, canning and preserving plants".

Livestock producers have been especially interested in the idea of having packers conduct retail stores with the thought that by the effecting of large economies meat could be delivered in better condition to consumers and at such lower prices as would permit its continued liberal use. There does not appear to be anything in the decision that permits any advantage to the interests of the livestock producers.

Idaho Votes Full Quota of Lamb Fund

Enthusiasm and Large Attendance Characterizes Idaho's Thirty-Third Convention—National Lamb Program and National Wool Marketing Corporation Endorsed and Pledged Support

IDAHO flockmasters convened at Boise, January 9th and 10th. There was more than the usual good attendance and the enthusiasm and progressiveness that always characterizes Idaho sheepmen's assemblies marked the proceedings in an unusual degree. The features of the discussions and official action of the membership in formal convention sessions were the enthusiastic acceptance of Idaho's share of the National Lamb Program being fostered under the \$125,000 budget of the National Wool Growers Association, ratified at the annual national convention at Colorado Springs last month, and the hearty approval of the year's work of the National Wool Marketing Corporation and assurance of continued loyalty to that grower-operated, wool selling institution.

Idaho wool growers, like those of all other states, were very hard hit by the low prices of last year, and while fully improved conditions are not yet in sight, there was no pessimism, but full confidence in the future of the industry and determination to produce better lambs and wool at still lower costs. Winter weather had been steady and severe, but winter feeding has not been generally necessary and the flocks are going into the lambing sheds of southern Idaho in good condition for the dropping of the 1931 lambs.

About 200 members were in their seats, together with representative delegations of associated transportation and stockyard interests, when the first session was called to order by President Rich on the forenoon of Friday the 9th.

Following the opening ceremonies and the report of Secretary Claar, an address upon the place of the University of Idaho in the economic life of the state was delivered by President Mervin G. Neale. This was followed by a report of the work of the State Sheep Commission and the State Predatory Animal Board, presented by J. L. Driscoll, president of the board. The commission's report showed

that Idaho has for some time been entirely free from scab and the commission's chief veterinarian and deputies have largely been concerned with the treatment and control of parasitic ailments which tend to become more troublesome in farm flocks which, in Idaho, are rapidly increasing both in size and numbers. It was also shown that during last year coyotes trapped or poisoned had been counted in the number of 7947, together with 303 bobcats. There had been expended in eleven months from the mill tax fund assessed upon livestock for the work of the commission a total of \$52,545.

Lamb Marketing and Advertising

The Friday afternoon session was devoted to the subject of lamb marketing and advertising, covered in talks by President F. J. Hagenbarth, Messrs. E. S. Mayer and Erle Racey of Texas, Charles Abbott, and Dr. S. W. McClure.

In a brief pointed talk Mr. Hagenbarth directed attention to the necessity of organized wool growers' securing for lamb marketing the same service and support that is furnished to wool by the National Wool Marketing Corporation. Mr. Mayer discussed American diet changes in recent years that have resulted in the continued decline in meat consumption and the increased use of supposed meat substitutes. Mr. Racey gave a short presentation of a style of educational and advertising campaign that could be conducted with the amount proposed to be raised for the National Association budget. All speakers were very clear and convincing in their presentations and the audience apparently needed no further stimulus to approve the report of Chairman Abbott of the lamb committee which provided for the assumption by the Idaho Association of its annual quota of \$9,256 for the National Association budget and the payment of one-half the amount due for 1931 during the present month.

The \$100,000 Bet

Dr. S. W. McClure spoke briefly but forcibly in support of the committee's report. Calling attention to a recent press dispatch in which a prominent packer buyer was reported as saying that lambs would have to be produced in the future to sell at five to seven cents a pound, Dr. McClure challenged this attitude with: "Let's raise this \$100,000 and bet them they can't keep them that low."

The association banquet was held on the evening of the first day, excellent music being provided. Toastmaster Justice Raymond L. Gibbons presented President Hagenbarth, John T. Caine III of Chicago, Mr. Frank Bruin, and Mr. W. B. Tagg of the Omaha Livestock Exchange.

The time of the Saturday morning session was allotted to wool marketing questions, addresses being given by Mr. Hagenbarth, J. B. Wilson, secretary-manager of the National Corporation, and L. U. Edgeheill of Draper and Company.

Wool Marketing

As in all recent wool grower meetings numerous questions were asked regarding the status of last year's advances on wools, the values of which have been carried sharply downward since the time the amount of such advances was computed. It was explained by the speakers that the National Corporation was liable to the Federal Farm Board and the Intermediate Credit Banks for the repayment of all funds borrowed, either for organization purposes or for advancing to growers, and that the marketing associations comprising and holding membership in the National were in turn liable to it.

The question of whether growers should be called upon individually to refund to their association any shortages between the net final profits and the original advance remains to be determined.

solely between such growers and the organizations to which they belong and in which they vote. Secretary Wilson stated that in most cases such marketing association would not expect to ask grower members to refund the amounts that might show as overadvances, but from the association's earnings over a period of years would expect to refund all amounts due without direct collections from the individuals.

The attitude of the Idaho growers toward the past work of the National Corporation and its future position was unusually well expressed in the committee report presented by Dr. McClure and adopted by the convention in the form in which it is printed below.

Shipping Affairs

The Idaho Association is always deeply interested and active in shipping matters. The exhaustive and carefully prepared report of this committee, as submitted by Chairman Martin Curran, included commendation of the Laramie Feed Yards for improved service and asked railroads for shippers' transportation on passenger trains to enable them to reach feeding stations in advance of the arrival of their lambs, to make arrangements for pens, water and feed. Shippers were urged to be more careful in obtaining transportation passes for attendants and in ordering only such number of cars as are expected to be loaded upon the dates requested.

The relation of transportation to the shipper and the public was discussed by H. J. Plumhof, general manager of the Oregon Short Line. R. H. Rutledge, district forester at Ogden, Utah, spoke upon "Primitive Area Principals".

Mr. D. Sid Smith of Shoshone, Idaho, was elected as president to succeed Mr. Roscoe Rich, who after three years' service, announced that, while he would continue to work in the interest of wool growers, he preferred to be relieved from the responsibility of acting as president of the association. Mr. James Farmer of Bliss, Idaho, was elected vice president.

WOOL MARKETING REPORT ADOPTED BY THE IDAHO CONVENTION

WE most heartily endorse the National Wool Marketing Corporation and the Eastern and Western Idaho Wool Marketing Associations. For the first time in history these organizations have offered a sound, logical and workable basis for marketing our wools. For thirty years we have lacked an intelligent system of wool marketing. Under the old method wool had become as much a speculative commodity as the stocks in Wall Street. When prices were advancing we could sell at shearing time; when they were stationary or declining we could consign or hold. Under that system the price paid to one man in the community was the price for all—the poorest clip if sold early, fixed the price for the best; merit was disregarded. The producers did not know either the shrinkage or value of their wool, and men had grown old in the business without knowing the actual value of any clip they had ever produced.

In the natural order of things these conditions could not always endure. Throughout all this time growers had complained of the system and had groped blindly in the dark in an effort to substitute something better. They knew full well that the outside world had established a better system, but their efforts in that direction in this country had led only to confusion. The volume of wool that could be controlled by local organizations was always so small as to defeat the very purpose at which the control was aimed. It remained for the year 1930 to bring to a realization the growers' dream of orderly wool marketing. The Federal Government had enacted the Federal Farm Board law, and the President had appointed a board of able men to direct its operations. This board saw that the difficulties of agricultural producers were mainly their inability to market their products in the market at the market. They had been unable to secure fair prices for that which they sold, but

were compelled to pay fixed prices for that which they bought. Shortly after the enactment of the Farm Board law, the National Wool Growers Association, and the State Wool Growers Associations set about to secure the assistance and the cooperation of the Federal Farm Board in the establishment of a sound wool marketing system. The result is our National Wool Marketing Corporation, set up and operated by a board of producers selected by the vote of the members of that organization. Our National Wool Marketing Corporation began business last year, but that was a difficult year—a great international panic was spreading throughout the world. Prices of all commodities were on the decline—each month recorded new values for wool—each week saw a decline in demand even at the new values, the market for wool had almost disappeared.

The financial stream that had so long supported speculative wool buying had apparently dried up. The world had a big wool clip, and the United States the largest clip it had ever grown. Our great industry was confronted by its severest trial. We had before us a consignment year, and under a falling market consignments meant that when our advances were threatened by declining prices our wools would be thrown on the market and the demoralization that would follow inevitably would bring wool values to the free trade basis, if not below. It was this situation that met our new Wool Marketing Corporation. It seems to have been the psychological moment. The growers rallied to its support—there was nothing else to do—they could not sell at home and were fearful to consign. Under these conditions the new organization offered to advance what amounted to more than the feeble offers of buyers. The result was that approximately one-third of the entire American clip passed into the hands of this growers' selling agency in the first year of its existence. What has been the result? This institution with a large volume of wool has been able to retain wool values on a basis approximately the foreign price plus the tariff—the first time this has ever happened in a panic year, and a tariff revision

year, and we had both last year. This organization has not only maintained that basis for the wools it controls, but it has maintained it for the wools held by dealers. The National Wool Marketing Corporation is alone entitled to this credit, for in its absence the persistent decline in wool values abroad would have precipitated a crash in consigned wools at home that would have certainly demoralized our market.

Congress had given us a fair tariff, but it could not make it effective in years of declining prices—the new Wool Marketing Corporation did that. We admit that this organization has not sold all its wools, but the dealer still carries a large share of his wool in spite of the fact that he had someone to hold the umbrella over him while the hail fell. Wools are never cleaned up at this season of the year. But you can not merchandise wool until you have a buyer—you can sacrifice it as we have done with our lambs. It is not prices that have stopped the mills from buying; it has been the lack of a market for their products. From our standpoint it is better to sell one pound of wool at twenty cents than two pounds at ten cents. When the market returns our wool is ready to sell and it will be sold by our own agency in a well ordered way at the foreign price plus a reasonable degree of tariff protection. That is all we have a right to expect. That is all we shall ask.

If in the year 1931 our growers support the National Wool Marketing Corporation by shipping their wools to it, the market will go forward on an ordered even basis. We will then receive the fair market value of our 1931 wool, and be able to protect the price on that which remains of our 1930 wools.

Our National Wool Marketing Corporation is efficiently handled, honestly managed, and supervised both by the government and our board of directors. If we consign to it we are assured of a square deal. Can we ask for more?

We most heartily endorse the activities of Worth Lee, our director of the National Wool Marketing Corporation, and we are sure that in him we have a keen, able representative.

The Distribution of 1930 Lamb Shipments

An Address Before the Sixty-Sixth Annual Convention of the National Wool Growers Association, Colorado Springs, December 11, 1930, by J. S. Campbell, Market News Service, Chicago, U. S. Department of Agriculture.

YOUR Secretary has requested me to talk about marketing sheep and lambs through the central markets. He indicated that I would not be expected to go into day to day or week to week prices except as they were influenced by equitable or mal-distribution at the various market centers and I am glad he has given me this privilege, for all of you are pretty well acquainted with what prices have been and why, and know full well that production finally reached such a point that there was no other way for the market to go but down. Rather than listen to statements regarding the dozen-and-one factors that may have had some influence in forcing prices down to where they are, you would rather know something about the path the decline took; whether or not this decline-path was too crooked and too erratic; and whether or not you could have ironed out the trend—and thus accomplished the inevitable downturn more evenly and uniformly.

In other words, did you overload some markets and leave starvation runs at others, a condition sure to result in uncalled for price discrepancies at the different markets? Did you overload on some particular days and weeks and keep lambs at home that should have been marketed on other days and other weeks? In short, did you western sheepmen, having for sale the biggest crop of lambs you have ever raised, do as good a job as you should, of feeding the big markets where the lambs are bought and sold?

Well, most of the evidence is that you did a creditable job, taking the year as whole. Supply figures and price trends indicate specific lapses here and there and maybe one of your investigating committees could study receipts and market trends along with dressed prices and bring forth something more intimately constructive than I will be able to do. In fact I would like to suggest some such study.

But generally speaking, you have done a good, equitable job, such a good one

in my opinion that the producers of native lambs and particularly cattlemen could have emulated your marketing practices with considerable financial profit. I don't know whether you realize it or not but for several years now the equitable marketing practices of of you western sheepmen have been the talk of the livestock world. The well regulated flow of your runs causes all the more comment because you deal in a commodity that, while it is growing in popularity, is in the strictest sense a luxury; you are confronted with more or less haphazard and unregulated competition from corn belt spring lamb raisers at one season of the year and with corn belt feeders at another; you are faced at every season with competition from every part of the country; with springers from coast to coast; grass lambs from the range and the corn belt and contiguous sections; later in the year with fed lambs from both these sections, to mention only the largest of the seasonal movements, so that despite opportunities for ruinous pressure within the industry by unregulated distribution caused by one part of the country paying too little attention to what another section of the country is doing, you have kept the biggest crop of lambs on record running with only minor infringements on effective distribution—and you have done this during a period when general con-

ditions and falling prices for all agricultural products were of a nature to develop panicky liquidation.

There is good reason why each successive month's slaughter this year was larger than the same month a year earlier, a new comparative record, in fact, for each particular month. You simply had the lambs; raised them to sell and had to feed them in on a falling market. That you actually had the lambs is proved not only by receipts but by inspected and uninspected slaughter which expanded each month and which for the year promises to exceed last year by two million head. So to start with you had this two million head handicap to say nothing of lessened buying power the country over; besides a product that is none too popular in many sections of the country; with competition not only from other meats but also from poultry; and besides all the substitutes that all meats have had to battle against in recent years. Yet, despite all this you have kept the central markets fed in such a way that there was always a market, a bad one it is true in many instances, but at that a market where buyers were on the job and where the run had a value even though a very unsatisfactory one from a producer's standpoint. Even this is basis for congratulation if you look at the cattle market this year and see that with fewer cattle and much less beef that trade was often actually demoralized except for a few specialty yearlings. It is conservative to say that if you western sheepmen had dumped your lambs like many corn belt finishers did their heavy steers, meanwhile frightening the native lamb producers who compete with you and often undo some of your good work but just the same respect you as a shining example in the fidelity of sane marketing, you would have thrown a panic into your industry that would have been the talk of the agricultural world besides producing a good deal more wreckage than was actually thrown up by the inevitable ovine price storm.

THE figures included in the tables presented at the convention by Mr. Campbell covered only the first ten months of the year and data for later months have since been added. The remarks here printed were only part of what was said by Mr. Campbell but furnish material that is worthy of serious study by wool growers and organization officials in contemplation of next season's marketing conditions and in the planning of action to regulate shipments and bring about better market conditions.

TABLE I—WEEKLY RECEIPTS OF LAMBS AT SEVEN MARKETS IN 1930—AND PRICE CHANGES

Receipts for Week Ending 1930	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Sioux City	St. Paul	TOTAL	Price at Chicago	Dressed Prices New York
Jan. 11.....	69,000	30,000	51,000	6,000	37,000	27,000	28,000	248,000	\$14.00-\$14.50	
" 18.....	88,000	33,000	50,000	8,000	33,000	20,000	14,000	246,000	\$13.50-\$13.75	
" 25.....	81,000	36,000	52,000	10,000	35,000	25,000	17,000	256,000	\$12.75-\$13	
Feb. 1.....	79,000	37,000	55,000	10,000	48,000	19,000	18,000	266,000	\$12.25-\$12.50	
" 8.....	83,000	38,000	64,000	7,000	43,000	31,000	21,000	287,000	\$11.50-\$12.25	
" 15.....	88,000	40,000	69,000	7,000	40,000	30,000	14,000	288,000	\$10.75-\$11.25	
" 22.....	72,000	40,000	55,000	5,000	35,000	24,000	19,000	250,000	\$11.00-\$11.50	
Mar. 1.....	79,000	47,000	64,000	7,000	41,000	23,000	11,000	272,000	\$10.00-\$10.65	
" 8.....	85,000	48,000	74,000	8,000	34,000	22,000	10,000	281,000	\$10.25-\$10.75	
" 15.....	88,000	46,000	74,000	5,000	41,000	23,000	8,000	285,000	\$10.50-\$11.00	
" 22.....	90,000	51,000	74,000	9,000	37,000	20,000	6,000	287,000	\$10.00-\$10.25	
" 29.....	89,000	53,000	89,000	6,000	51,000	22,000	5,000	315,000	\$9.50-\$10.00	
Apr. 5.....	93,000	70,000	79,000	13,000	47,000	20,000	9,000	331,000	\$9.40-\$9.65	
" 12.....	59,000	65,000	72,000	10,000	46,000	17,000	4,000	273,000	\$9.50-\$10.25	
" 19.....	118,000	47,000	64,000	75,000	27,000	43,000	47,000	421,000	\$9.25-\$9.50	
" 26.....	87,000	44,000	73,000	7,000	47,000	11,000	4,000	273,000	\$9.25-\$9.75	
May 3.....	91,000	49,000	64,000	9,000	39,000	16,000	6,000	274,000	\$10.25-\$10.85	
" 10.....	86,000	38,000	64,000	7,000	31,000	15,000	3,000	244,000	\$10.75-\$11.25	
" 17.....	77,000	36,000	68,000	8,000	37,000	13,000	3,000	242,000	\$9.00-\$10.00	
" 24.....	61,000	35,000	59,000	9,000	33,000	15,000	2,000	214,000	\$9.50-\$10.25	
" 31.....	53,000	28,000	41,000	12,000	23,000	8,000	3,000	168,000	\$9.75-\$10.25	
June 7.....	75,000	47,000	35,000	32,000	23,000	4,000	3,000	219,000	\$12.00-\$12.75	50c-\$1.00 up
" 14.....	48,000	42,000	40,000	24,000	29,000	12,000	4,000	199,000	\$11.75-\$12.25	\$1.00-\$4.00 down
" 21.....	51,000	31,000	36,000	21,000	25,000	11,000	4,000	171,000	\$12.00-\$12.50	Steady \$1.00 up
" 28.....	50,000	28,000	37,000	23,000	28,000	11,000	4,000	181,000	\$11.00-\$12.00	\$1.00-\$2.00 up
July 5.....	50,000	26,000	35,000	15,000	17,000	14,000	3,000	160,000	\$10.75-\$11.00	\$1.00-\$2.00 down
" 12.....	53,000	22,000	49,000	18,000	33,000	7,000	18,000	200,000	\$10.50-\$11.00	\$2.00-\$3.00 down
" 19.....	73,000	33,000	56,000	16,000	25,000	17,000	6,000	226,000	\$10.50-\$11.00	Steady \$2.00 down
" 26.....	73,000	35,000	58,000	14,000	28,000	21,000	15,000	244,000	\$9.00-\$9.75	\$5.00-\$6.00 down
Aug. 2.....	58,000	27,000	69,000	11,000	23,000	20,000	7,000	215,000	\$8.75-\$9.25	Steady \$2.00 down
" 9.....	57,000	26,000	67,000	10,000	21,000	20,000	18,000	219,000	\$9.00-\$9.25	\$1.00-\$2.00 up
" 16.....	65,000	28,000	79,000	13,000	30,000	19,000	23,000	257,000	\$9.00-\$9.50	\$1.00-\$5.00 up
" 23.....	92,000	26,000	113,000	9,000	26,000	20,000	23,000	309,000	\$10.00-\$10.65	\$2.00-\$4.00 up
" 30.....	110,000	30,000	85,000	12,000	27,000	23,000	39,000	326,000	\$8.50-\$9.00	\$1.00-\$2.00 down
Sept. 6.....	100,000	33,000	104,000	10,000	36,000	21,000	47,000	351,000	\$8.50-\$8.75	\$3.00-\$5.00 down
" 13.....	131,000	51,000	116,000	10,000	35,000	20,000	36,000	399,000	\$8.75-\$9.25	50c-\$1.00 up
" 20.....	115,000	60,000	94,000	15,000	28,000	24,000	72,000	408,000	\$8.00-\$8.60	\$3.00-\$4.00 down
" 27.....	119,000	81,000	145,000	16,000	42,000	37,000	58,000	498,000	\$7.50-\$8.00	\$1.00-\$2.00 down
Oct. 4.....	118,000	50,000	134,000	13,000	29,000	42,000	76,000	462,000	\$7.75-\$8.25	Steady \$1.00 up
" 11.....	132,000	55,000	83,000	16,000	26,000	42,000	79,000	433,000	\$8.50-\$9.25	\$1.00 up
" 18.....	119,000	54,000	94,000	13,000	24,000	37,000	70,000	411,000	\$8.00-\$8.25	\$1.00-\$2.00 down
" 25.....	123,000	63,000	81,000	14,000	26,000	57,000	78,000	442,000	\$8.25-\$8.50	\$1.00-\$2.00 down
Nov. 1.....	99,000	41,000	51,000	12,000	25,000	37,000	99,000	364,000	\$8.00-\$8.50	\$1.00-\$3.00 down
" 8.....	78,000	37,000	40,000	7,000	23,000	26,000	51,000	262,000	\$8.00-\$8.50	Steady
" 15.....	84,000	22,000	34,000	10,000	23,000	31,000	62,000	266,000	\$7.50-\$7.75	Steady
" 22.....	63,000	13,000	24,000	5,000	20,000	23,000	39,000	187,000	\$7.50-\$8.00	Steady \$1.00 up
" 29.....	85,000	17,000	38,000	4,000	20,000	28,000	33,000	225,000		\$3.00 up
Dec. 6.....	98,000	31,000	58,000	7,000	29,000	31,000	43,000	297,000		
" 13.....	92,000	26,000	43,000	9,000	25,000	26,000	50,000	271,000		
" 20.....	87,000	28,000	58,000	9,000	24,000	29,000	34,000	269,000		
" 27.....	59,000	25,000	43,000	6,000	23,000	17,000	20,000	193,000		

Now after this blanket congratulation which I believe you deserve I am going into your marketing practices a little more in detail. Maybe you won't feel so well praised after I finish with a few tables, figures and price trends that I want to discuss, but to my mind any excesses or mistakes in the way of overloading or underloading on such a year as this when you had so much sales resistance to overcome, should not be held against you except that you should strive not to make the same set of mistakes—if they are mistakes—again. The consuming public is with you, partly, but not wholly, because lamb is low priced, as proved by the fact that consumption this year will probably reach 6½ pounds per capita against 5.8 a year ago, so any improvement you can make in the technique of marketing; of keeping your excessive crop moving along like a normally flowing river, the better it is going to be for you and all others allied in the industry.

In detailing your marketing movement I am going to consider supply figures at seven mid-western markets (Chicago, Kansas City, Omaha, St. Louis, St. Joe, Sioux City, St. Paul). I am going to point out weekly runs at Chicago and these seven markets combined, at the same time referring to price fluctuations on live lambs at Chicago and on depressed lamb at New York, inasmuch as Chicago has the reputation of being the key market on live lamb prices. New York is the key market on dressed lamb prices because of the large proportion of the total lamb produced that is consumed in that area. We will consider the period from June to November, inclusive, inasmuch as during that period the greater portion of the range lambs find their way to market. The first month or two a fair proportion of spring lambs from other sections find their way to market and there will also be a few "comeback" west-erns in the latter part of the period but in a broad general way this period will embrace the major range lamb movement.

By making a study of Table 1 you will realize the futility of trying to determine in advance what the live prices will be when you take into consideration only the supplies on sale and right here

I would like to say that in preparing this table I find that receipts at these markets showed the most even distribution of daily receipts that it has ever been my privilege to study. Regardless of this comparatively equitable distribution you will notice radical price trends both in live values and dressed values, especially is this true more often and more drastic on the dressed market than it is on the live market.

To one unfamiliar with conditions surrounding the marketing of both live lambs and the dressed product this table at a glance looks like a puzzle which is beyond solution and I have no doubt many in the trade will feel that when viewed from either a production or a consumption standpoint this is true. However, under existing trade practices sales interests take advantage of any increasing movement of dressed lamb into consumptive channels and boost prices until lamb is selling comparatively higher than some other meats. This causes the consuming public to shift to other meat or meat products, leaving an oversupply of dressed lamb on rails and hooks, necessitating drastic and sharp price cuts in order to move the current stock and make room for in-coming fresh supplies.

One reason for setting up this table is to make it possible for you to see at a glance the sharp price fluctuations, both on live and dressed products with so even and equitable market receipts, and I feel

that you will at once begin to inquire what it is that brings about such price fluctuation when you have so carefully fed the markets with this exceptionally large crop of lambs.

It seems to me if there is any problem before your lamb marketing committee which should call for immediate and careful study, the problem of price fluctuation as brought out by this table should be among the first to be considered.

It is not within the province of this talk to go into details regarding the solution of these problems but in our relation with all branches of the lamb trade from producer to the ultimate consumer we find many interests common to all and we urge you to make use of our office in bringing together these interests in order that a closer relation and understanding may be effected.

This second chart (Table 2) shows how you distributed your loadings at these big markets from the standpoint of percentages as compared with last year.

Noticing the figures for May and following months, which are for the new crop lambs you will see that in all months except May and August the 1930 receipts were much larger than for the same months of 1929. Also, there was a decrease in the percentage of those combined six market receipts that went to Chicago and St. Joseph. Omaha and Sioux City had a large percentage of these

TABLE No. 2—Monthly Receipts Lambs at Six Markets, 1929-1930.
Per Cent of Total at Each Market

	Chicago		Kansas City		Omaha		St. Joseph		Sioux City		St. Paul		Total Number Thousands
	Number Thousands	Per Cent of Six Markets	Number Thousands	Per Cent of Six Markets	Number Thousands	Per Cent of Six Markets	Number Thousands	Per Cent of Six Markets	Number Thousands	Per Cent of Six Markets	Number Thousands	Per Cent of Six Markets	
1929													
January.....	324	32.5	160	16.	223	22.4	143	14.3	80	8.	68	6.8	998
February.....	254	30.5	117	14.1	226	22.2	144	17.3	50	6.	41	4.9	832
March.....	265	30.4	124	14.2	246	23.3	173	19.9	43	4.9	20	2.3	876
April.....	294	28.8	216	21.1	261	25.5	179	17.5	56	5.5	16	1.6	1,022
May.....	343	35.4	169	17.4	223	23.5	163	16.8	50	5.2	17	1.7	970
June.....	224	34.6	128	18.9	156	24.1	106	16.4	28	4.3	11	1.7	648
July.....	291	34.8	137	16.4	222	26.5	98	11.7	46	5.5	43	5.1	837
August.....	358	31.1	142	12.4	384	29.	136	11.8	85	7.4	95	8.3	1,150
September.....	445	28.3	189	12.	449	28.5	153	9.7	112	7.1	227	14.4	1,575
October.....	404	27.7	191	13.1	318	21.8	130	8.9	118	8.1	297	20.4	1,458
November.....	269	30.2	80	9.0	165	18.6	84	9.4	95	10.7	197	22.1	890
December.....	311	34.5	101	11.2	189	21.0	123	13.7	74	8.2	103	11.4	901
1930													
January.....	332	31.4	146	13.8	229	21.6	165	15.6	99	9.4	87	8.2	1,058
February.....	320	29.9	165	15.5	251	23.5	157	14.7	109	10.2	66	6.2	1,068
March.....	380	30.5	215	17.3	337	27.1	179	14.4	98	7.9	35	2.8	1,244
April.....	367	31.1	240	20.9	306	26.	189	16.	61	5.2	17	1.4	1,180
May.....	316	33.9	146	15.7	255	27.4	145	15.5	56	6.	14	1.5	932
June.....	286	32.9	154	21.5	159	22.2	109	15.2	49	6.	16	2.2	717
July.....	284	31.9	130	14.6	245	27.5	115	12.9	71	7.9	46	5.2	891
August.....	295	23.	121	11.9	356	34.9	105	10.3	89	8.7	114	11.2	1,020
September.....	525	28.9	245	13.5	536	29.5	154	8.5	129	7.1	229	12.5	1,819
October.....	530	28.6	240	12.9	365	19.6	173	9.3	132	9.3	368	19.3	1,858
November.....	314	33.0	91	9.6	188	14.5	89	9.4	122	12.3	197	20.7	951
December.....	389	34.0	121	10.6	230	20.1	110	9.6	133	11.6	161	14.1	1,141

receipts than last year. On the whole the distribution of the supply among these six markets is much the same as last year. This avoids disturbance and inconvenience to buying interests. Of course the daily distribution is of greater importance in making prices. The situation is not presented on a basis of daily shipments but since the monthly and weekly distribution was so much the same as usual and considering that there was no comment or complaint over any markets being over or undersupplied on any days it can be considered that the rates of distribution to the different markets were well maintained. Sioux City ran some higher in most months and figures show that in both years St. Paul received a larger part of the total during the late months.

In addition to bringing out the percentages of lambs at the different markets for these periods the above table shows further the comparatively even distribution of lambs at these different markets. From the standpoint of feeding these different markets it is almost impossible to find any fault with methods used by the range lamb growers for the past two years.

While we are dealing with figures there is something else I want to show you. It may mean something for the immediate future or it may not—but to me it is rather suggestive. In a nutshell this table No. 3 shows that while western grass lamb receipts out of the eight principal grass lamb states of Idaho, Montana, Wyoming, Washington, Oregon, Utah, Colorado and Nevada show an 8 per cent increase at Chicago over 1929 for the months of July to November inclusive, (this year's combined run out of these states standing at 1,136,366 head compared with 868,483 head a year ago) while receipts at Chicago for the same period out of the remaining states marketing lamb there, mainly natives, show only a three per cent increase over 1929. Now

TABLE No. 3—Receipts of Sheep at Chicago Monthly From Eight Western States

STATE	JULY		AUGUST		SEPTEMBER		OCTOBER		NOVEMBER		Total 5 Months	
	1930	1929	1930	1929	1930	1929	1930	1929	1930	1929	1930	1929
Colorado.....	5,238	1,680	19,409	2,771	87,998	28,902	60,252	25,376	2,575	1,608	175,472	60,337
Idaho.....	46,774	44,326	51,911	69,790	62,887	30,775	45,418	13,069	11,649	2,054	218,639	160,014
Montana.....	18,615	6,619	33,459	20,314	162,607	104,572	138,499	111,571	48,548	38,332	401,728	281,408
Nevada.....			1,115		587	2,420	1,160				2,862	2,420
Oregon.....	14,186	22,514	13,036	28,210	11,418	15,826	1,191	2,302	462	1,156	40,293	70,008
Utah.....	6,067	1,081	3,757	1,039	4,503	2,328	18,733	10,799	7,936	814	41,046	16,061
Washington.....	61,808	45,160	66,795	71,902	43,965	69,963	27,631	36,331	8,036	8,141	208,230	231,487
Wyoming.....	3,662		1,188	7,884	18,780	25,592	29,471	19,272			48,096	46,748
TOTALS.....	156,345	121,370	190,665	201,910	387,745	280,378	322,405	212,720	79,206	52,105	1,136,366	868,483

July to November, Inclusive..... 1930 1929
1,136,366 868,483 Increase 7.64 per cent.

RECEIPTS AT CHICAGO { From country points for sale
From country points direct to packers
From other markets for sale
From other markets direct to packers

in view of the estimated expansion in native, or corn belt lambs, this year, should this be construed to mean, while the westerns have been rolling in line with known increased production, that the natives have not, and are still back to come later in competition with the winter crop.

And finally without intending to make any predictions regarding the 1930-31 market on fed lambs, and next summer's market on grass lambs I urge you to give careful consideration to the distribution of next year's lambs at the big

markets. Refine and improve upon, if possible, this year's practices, for no doubt next year will call for equally as much organization, headwork and expert feeding of the markets as this year—and maybe more, for there are a lot of lambs on feed all over the country and out West here you are holding back a big crop of ewe lambs and in addition most of your old ewes, as also is the corn belt, so that what you have learned this year will stand you in good stead next year and the years to come.

The Annual Meeting of the Ladies Auxiliary to The National Wool Growers Association

THE Auxiliary to the National Wool Growers Association held its annual meeting at Colorado Springs during the general convention. Members from five states were in attendance.

Problems confronting the women's organization as well as the men's were discussed and among other things, a resolution was passed calling for an endeavor to have Saturday recognized as lamb day, as Friday has come to be known as fish day with people generally. The Auxiliary has also decided to try to get all state institutions and universities to use lamb at least once a week.

Progress was reported from states already organized and the Colorado Auxiliary was formed during the meeting.

The Ladies Auxiliary attended several of the general sessions of the general convention and were especially interested

in the cooking demonstration of Thursday morning.

Mrs. T. J. Hudspeth of Seligman, Arizona, was elected president of the Ladies Auxiliary to the National, replacing Mrs. Harlan Hill of Prosser, Washington, who has been president since the organization of the association. Mrs. S. O. Stewart of Washington, and Mrs. A. R. Buckley of Colorado are the new vice presidents, and Mrs. W. R. Epperson of Colorado, secretary-treasurer.

A wool afghan and a scarf crotched by members of the state auxiliaries during the past year were raffled during the convention. Mrs. Minnie Miller of Idaho won the afghan and Mr. A. H. Barnes of Denver received the scarf.

Mrs. James Morrow, Washington,
Acting Secretary.



Lambing Shed on Well-Drained Location, An Essential for Good Lamb Yields.

Prevention and Control of Sheep Diseases

By Dr. Hadleigh Marsh, Pathologist, Montana Veterinary Research Board
IV.

DISEASES OF YOUNG LAMBS

THE profit on a band of ewes depends largely on the number of healthy lambs at shipping time. A ewe that has no lamb at her side at shipping time formerly paid for her keep with her wool, but not so today. Every lamb that can be saved means additional profit, and it is better business to market 100 lambs for every 100 ewes than to run 125 ewes to produce 100 lambs.

Diseases of various kinds are responsible for a considerable percentage of the lamb loss from the time the ewes are bred until the time the lambs are marketed. In the article on prevention of disease loss among bred ewes, we discussed the lamb loss due to infectious abortion and the loss of newborn lambs from goiter. Both of these diseases may cause heavy losses in some cases and both of them can be prevented by proper management of the bred ewe. Infectious abortion of sheep can be prevented by providing for the bred ewes an abundant supply of clean running water, as the infection is apparently spread by improper water supplies. Goiter in newborn lambs can be certainly prevented by supplying the ewes with iodized salt throughout the period of gestation.

Lambing Sheds

If the lambs have been brought to the time of birth without loss, they then enter a very critical period of their existence,

which is the first two or three weeks after birth. During this period there is always the possibility of a very considerable loss. Much of this loss is due to the artificial conditions under which lambs are often born, and most of it can be prevented by taking precautions to overcome the unnatural conditions incident to early shed lambing. Lambs that are dropped on the range are practically free from exposure to infection, and when losses occur among such lambs, they are due to exposure or lack of feed for the ewes rather than to disease.

In order to get heavier lambs at shipping time, there has been a tendency to move the lambing season forward into March and April, and many purebred sheep are lambed in February. In the northern states this early lambing season means that the ewes are lambed on hay and that sheds must be used for shelter. These unnatural conditions must be offset by special attention to sanitation if disease losses are to be avoided.

Lambing sheds and corrals should be built on well-drained ground, where moisture can be kept at a minimum. It has been common practice to build sheds in a creek bottom, in order to have shelter and easy access to water. The result is that many lambing sheds are only a few feet above water, and cannot be kept dry in the spring season. Sanitation is fully as important as shelter, and should be borne in mind in locating a shed. The

drop-band should be held on dry ground, and should be kept out of sheds as much as possible. The lambing shed should be lighted and well ventilated. A light bedding of straw should be used in the shed, and it should be cleaned out often. The mistake is often made of bedding with too much straw and allowing the bedding to accumulate. This heavy straw bedding becomes saturated with the droppings of the sheep and forms an ideal breeding ground for disease-producing bacteria. At the end of the lambing season, the shed should be thoroughly cleaned and exposed to as much sunlight as possible.

It is important that the ewes be clean. A clean well-drained area for the drop-band helps to prevent the wool from being soiled with mud and manure. The practice of "tagging" the ewes before lambing also helps to keep the udders clean for the lambs.

A very important factor in the incidence of disease in young lambs is the weather condition. When the weather during the lambing season is warm and dry, the resistance of the lambs is so strong that they withstand exposure to infection, but when lambs are born during cold and damp weather, they are very susceptible to any infection to which they may be exposed.

Navel Infection

For several hours after the birth of a lamb, the stump of the navel cord is an excellent medium for the development of

various bacteria with which it may come in contact on dirty bedding or wet ground. The results of infection of the navel do not usually show until the lambs are from one to three weeks old, when they may die without showing any characteristic symptoms. Postmortem examination of such cases will usually show many large gray

use for this purpose. It is penetrating, dries the cord, and the color is visible for some time, so that the owner may know that the antiseptic has actually been used.

The antiseptic must be properly and carefully applied. Applying the iodine on a swab is not effective. The method which we recommend is as follows: The

lambs is a different thing. The mortality is quite heavy in severe outbreaks.

This form of diarrhea should be distinguished from a mild yellow diarrhea which occurs in some lambs without any evidence of sickness. This may be due to some slight abnormality in the milk, and soon clears up.

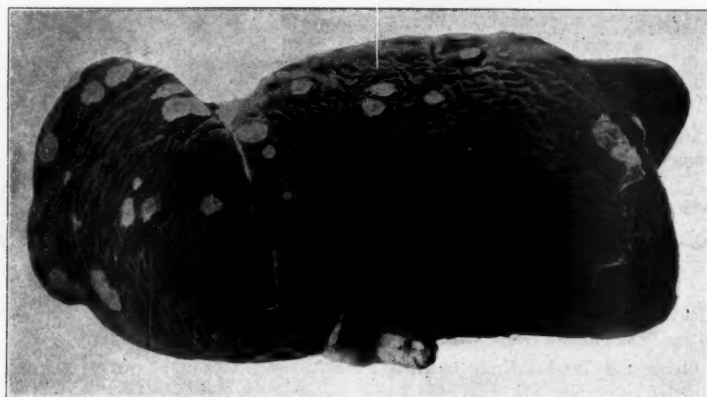
No specific bacteria have as yet been found to be the cause of this form of dysentery, but there is good evidence that the condition is infectious. The important factors which favor the development of this disease are bad weather and the presence of filth.

It has been noticed that when the weather is warm and dry, there is very little loss from dysentery. On the other hand, cold weather with rain or snow lowers the resistance of the new-born lambs to the point where the infection gets the upper hand. Where an outbreak of dysentery exists, it has been repeatedly noticed that a few days of warm dry weather almost immediately clears up the condition. Another factor is probably the presence of filth. Dirty sheds and corrals and dirty wool on the hind quarters of the ewes seem to be the source of the infection.

Until more is known of the bacteria involved in this disease, the obvious preventative measures where early shed lambing is practiced, are "tagging" of ewes before lambing; keeping the drop-band out of the sheds on clean dry ground, so that the udders and hind quarters of the ewes will be dry and clean; clean bedding in sheds and pens; and protection of the new-born lambs against chilling in bad weather. Another precaution that has been found of value where scours exists, is not to allow lambers to suckle healthy lambs after handling sick lambs, without first washing their hands.

Sore Eyes

Another condition which frequently occurs in the first few days of life of the lambs is a form of sore eyes. This is not an infectious disease, but is simply mechanical irritation of the eye which leads to inflammation. This irritation is due to the fact that the lower lid in some cases is too long and turns in against the eyeball. This occurs more often in black-face lambs than in white-faces. It can be remedied by shortening the eyelid so



Spotted Liver in Case of Navel Infection.

spots on the liver. Where sheds are not kept in a sanitary condition, there sometimes occur very heavy losses from this type of navel infection, which is known as necrobacillosis of the liver.

Another result of navel infection is lameness due to swollen and stiffened joints. In these cases the bacteria which enter the system soon after birth are carried by the circulating blood to the joints, where they cause an inflammation and the accumulation of pus in the joints. In a few cases the bacteria may settle in the spinal column, causing paralysis.

All the disease conditions due to infection of the navel cord of the new-born lamb can almost entirely be prevented. The first essential in the prevention of these losses is proper sanitation. Where lambs are dropped on grass, navel infection is rare. Where they are dropped around sheds and handled in sheds, the corrals and sheds must be kept clean and dry and free from accumulations of manure.

In addition to taking the proper sanitary precautions, the shed lamber should disinfect the navels of all lambs as soon after birth as possible, which will insure almost 100 per cent protection against loss from navel infection, if properly done. Tincture of iodine is the best antiseptic to

iodine is carried in a small wide-mouthed container, like an ointment jar. The navel cord may be cut off to a length of 1 to 1½ inches with scissors. The stump of the cord is then placed in the jar of iodine, the neck of the jar held tightly against the abdomen of the lamb, and the lamb is turned up so that the iodine covers the cord and the skin around it. This can be done without spilling the iodine.

Lamb Dysentery (Scours)

In certain sections of the country, there have been heavy losses of new-born lambs due to a severe diarrhea which develops within the first two days of life. The cases of this kind which have come to my attention have been confined to outfits lambing in sheds. The range lambs are apparently free from this trouble.

The lambs affected with this disease develop a severe diarrhea, the material passed being very light colored, and occasionally tinged with blood. They are at first depressed and fail to take milk, and later become completely prostrated. The diarrhea usually develops within the first two days of life, and in fatal cases, death occurs when the lambs are from two to four days old. This type of dysentery is limited to the first week of the life of the lamb, and diarrhea that occurs in older

that it can not turn in. This is done by picking up a small fold of skin just below the eye and tying it with linen thread. The tie is left on, and the little tuft of skin included in the tie finally sloughs off, leaving the lid the proper length. If an infection has developed before this is done, it can be treated by dropping a 10 per cent argyrol solution in the eye.

Paralysis

It is often reported by sheepmen that they have several lambs from one to three weeks old which have become paralyzed in the hind quarters. Such lambs may entirely lose the use of the hind legs and yet appear bright and have a good appetite. These cases are very easily explained. It is nearly always possible to find on postmortem examination of such a lamb an abscess somewhere on the spinal column or pus in the spinal canal. Such abscesses are the results of infection of the navel or of the stump of the tail, and can be prevented by navel disinfection and proper docking.

Stiff Lambs

The term "stiff lambs" is often used by sheepmen to designate any condition which causes the lambs to move with a stiffened gait or to limp. There are several kinds of stiff lambs. One condition to which this term is applied has been observed in farm flocks both in the eastern part of the country and in the West. It usually appears when the lambs are about one month old, when they develop a peculiar stiff gait, without lameness in any one leg. They have difficulty in rising from the recumbent position. Their appetite remains good, but they are unable to follow the bunch, and eventually get down and starve. Some of these lambs recover. The cause of this condition is not known. It is confined to certain limited areas apparently, and occurs only in farm flocks where the sheep are closely shedded.

Another "stiff lamb" disease which affects many more sheep, at least in the Northwest, is a chronic stiffness which is noticed mostly late in the summer on the summer range. As observed in Montana, this condition develops at any time during the first five months of the life of the lambs. The lambs affected may either become lame in one or more legs, or move

stiffly without limping on any one leg. They do not die as a direct result of the trouble, but on the range they cannot keep up with the band. Their growth is retarded and they lose flesh.



A "Stiff" Lamb. Inflammation of the Joints Has Resulted from Navel Infection.

This disease has been found to be an inflammation of the joints, due to infection with a specific bacterium. It is often difficult to detect any enlargement of the joints, but when the lamb is killed and skinned, one can see that certain joints are enlarged, and if the joint is cut into, the inflammation can be seen.

It is believed that here again the infection gained entrance to the system through the navel cord or through the docking wound, and that control of this condition lies in navel disinfection and proper docking. The disease sometimes does not show until several months after docking, but it develops slowly and the infection may have been in the system all the time.

Other Wound Infections

The docking wound has been mentioned as a point of infection in cases of paralysis and in "stiffness". Docking and castration wounds may also be the source of trouble from other infections. We have seen tetanus ("lockjaw") develop in freshly docked lambs, where they were camped on wet grounds where there was an accumulation of manure.

Heavy losses of young lambs have occurred from blackleg, when freshly castrated and docked lambs have been placed in a field where cattle have died of blackleg. Blackleg is not common in sheep, but where fresh wounds come in contact with the germ of blackleg, the disease may develop.

In the Southwest docking and castrating should be done at such a time as to avoid screw-worms.

The above-described diseases are some of the most important causes of loss in young lambs. There are other diseases which cause loss, but they are of less importance. Most of the conditions discussed can be prevented by proper management. It can not be too strongly emphasized that practically all disease loss in young lambs is due to the artificial conditions produced by lambing earlier than nature intended and by confining sheep in corrals and sheds, and that disease will occur unless precautions are taken to offset these unnatural conditions.

COLORADO BRED LAMBS WIN AT CHICAGO

AS announced in the December Wool Grower, first place in the class at the International for carloads of lambs fed in the western district went to Marshall Bros. Sheep Co., owners of the West Chicago Stock Yards. Mr. Thos. C. Marshall of that firm writes about these lambs as follows:

"They were bred and raised by Leo Winder of Hayden, Colorado, and were purchased by us at West Chicago some seven weeks prior to the International. These lambs gained six-tenths of a pound every day we had them on feed and proved to be the best western lambs at the International Livestock Show. We have shipped these lambs back to West Chicago and are now feeding them for the Denver Show so that the Colorado range men may see exactly how their feeder lambs finish out when put on high powered feed, such as we use at West Chicago."

C. D. Stokes, of San Angelo, Texas, who bought his first wool in 1894, has purchased during the time intervening since about 200,000,000 pounds of wool, probably more wool than any other man in America has bought. The highest price he ever paid for wool was 73½ cents and the lowest five cents. The highest price for mohair was 90 cents and the lowest 12½ cents. S. A.

The Truth About Substitutes for Wool

By B. W. Allred, Logan, Utah

THE current question of the probable commercial ascendancy of artificial fibers over wool is one of pronounced forensic dimensions. The actual extent of the infringement of cellulose fibers in wool economics is very speculative. From a casual glance at the situation we have the tendency to give too much credence to the theory that synthetic fibers are affecting the cotton market more than the wool market.

By delving deeper into the mechanics of the situation we find that cotton manufacturers have capitalized on the spectacular dyeing versatility of artificial fibers by utilizing them to lend more pleasing and varied color effects in cotton fabrics and in this manner compete more advantageously with wool manufacturers for the consumer's dollar. To what extent this inroad has progressed is debatable but we do know that the per capita consumption of wool is decreasing steadily year after year at a faster rate than is the decrease in the consumption of textiles as a whole. In 1923 the wool consumption per capita in the U. S. was five and one-third pounds. In 1930 the per capita consumption of wool is approximately four pounds. Also in 1930 the use of synthetic fibers has reached 162,350,000 pounds while in 1923 the wide use of rayon had just begun.

Let us consider just how seriously the sheepman is the father of his own financial dilemma. The boom days are over we hope, as inflated and fictitious money values coincide with abnormal conditions. Wool prices soar beyond the purchasing limit of the laity and there results an avalanche of artificial fabrics to take a generous tithe and in its wake follows an embarrassed wool market. Also contemporary with high sheep and wool prices comes stimulated sheep production. Markets become glutted and embarrassment again ensues.

Because the present wool market is in the doldrums it is sophomoric to credit the encroachment of artificial fibers as

the whole reason. The underlying causes are multifarious and of course the use of artificial fabrics and overproduction are the cardinal reasons for low wool prices. Despite the low cost of the production of synthetic fibers and the varied use to which they can be applied, none of them have the outstanding qualities desired in yarn that sheep's wool has and many sheepmen are entirely oblivious to the true merits of their product. So pertinent are these factors to the textile industry that it is ironical for sheepmen to assume that synthetic fibers will ever supplant wool completely.

The qualities that give wool preeminence over other textile fibers are: felting properties; tensile strength; elasticity and versatility in its reaction with all kinds of dyes. The surface scales or lorications found regularly on wool fibers give wool the invaluable felting property that is foreign to other fibers. Also inasmuch as wool is a protein it is conducive to adhesion and during fulling there is a peripheral fusion of two fibers and this factor is of valuable significance in the textile industry. The tensile strength of wool is comparable to that of gold, silver or copper. Wool is especially strong and can be stretched to greater lengths than any other fiber. Wet wool fibers have been stretched as much as 70 per cent of their original length without injury. Elasticity in wool makes it of outstanding value in textile manufacture. No matter how much it is stretched without breaking, it will, under ordinary circumstances, return to its original length. Clothes made from pure wool do not crush or crease easily and will regain their natural shape by reason of the elastic properties of the wool fibers in case wrinkles are forced into woollen fabrics. With regards to coloring matter, wool is the most reactive of all the textile fibers, combining directly with acid, basic and most substantive dyestuffs, and yielding, as a rule, shades which are much faster than those obtained on other fibers. Wool can be scoured to a whiteness tanta-

mount with cotton and has the faculty of absorbing dyes uniformly. Long wools and mohair have a natural luster comparable to that of rayon, but the finer wools do not equal artificial cellulose fibers in luster.

At present we have a vegetable fiber of recent nativity posing under the name of "artificial wool or vegetable sheep". This is the spurious nomenclature given the fiber from the ramie plant because after processing the fiber develops a crinkle that resembles the crimp in wool to a certain extent.

The chemical analysis of wool demonstrates its greater complexity as contrasted with cotton, silk and artificial fiber. Therefore, whether the wool fiber is regarded structurally or chemically, it constitutes a filament substance peculiarly inadaptable for construction by artificial means under any known chemical wizardry.

The possibility of discovering a substitute, which, by standardized practice, could be converted into a fibrous material of the nature of wool has been considered experimentally. Experiments have been made with the view of impregnating vegetable fiber with the properties of wool. By using spinnable material comparable in tensile strength with wool and of a known value in yarn construction, there seemed to be hopes of success. It has been found that while such fibers may be chemically treated to vary their manufacturing utility and application, they retain in the process their structural characteristics. The result is purely an artificial vegetable fiber and not an artificial animal fiber.

Pure wool fibers have been disintegrated by chemical reagents and reassembled again in the form of a filament but such a fiber loses its structural scales and therefore is deprived of the felting property that makes wool so outstanding in textile manufacturing.

(Continued on page 48)

The Increased Demand for Lamb

An Address Before the Sixty-Sixth Annual Convention of the National Wool Growers Association at Colorado Springs, December 11, 1930, by R. S. Matheson, Swift and Company, Chicago, Ill.

The sheepmen generally will be glad to learn that Mr. Matheson is not to sever his connection entirely with the Swift Company.

Following the announcement made last fall regarding his retirement, he was pressed into service again, but from the beginning of this year will work with the Swift organization in an advisory capacity, although he will not be seen in the sheep alleys where he has been so well and favorably known for so long a period.



R. S. MATHESON

GENTLEMEN, I know you are all worn out. You have been listening to a lot of good talks, but it is getting so late that I am not going to say very much. I am going to talk on different lines, I think, than have been talked about here today.

In the first place, we had a terrible slump ten years ago. After a very serious depression we had quite a rapid recovery. The question that comes to my mind is, "Is this a slump or is it a readjustment?" And I think you gentlemen will have to ponder seriously on that question.

There were a few remarks made here this afternoon that I did not intend to refer to at all, because the matter is rather out of my jurisdiction; but I am going to the bat in regard to the substitution of old ewes for lambs. The packers do not substitute old ewes for lambs. They sell their lamb product for what it is.

The question has been asked recently, "In what way can the packers cooperate with you producers in marketing your product to better advantage?" I have some very radical ideas on that proposition. I am sorry there are not more sheep-

men from the Northwest here at this convention, especially from Washington, because what I have to say affects them. I take it that you gentlemen are going to continue to produce practically the same kind of lambs you have been producing. And I am wondering if you realize just what that means to the consuming public. Are you going to raise them promiscuously and haphazardly, or are you going to intensify your work to produce a lamb that the consuming public wants? The description given here this afternoon failed on one very vital point. That is, "What does the consuming public want?" The consuming public wants more of what it is not getting—choice lamb. The problem of the packer is not merchandising choice lamb; it is merchandising the great multitude of lambs that are not choice, that are neither fish, flesh nor fowl. We have a demand for choice lamb that we can not satisfy. That is a pretty broad statement.

Last Monday in the city of Chicago I had orders from our New York house for 3,000 choice lambs to be shipped alive. After scrambling around all day and pick-

ing here and there we did not get 500 choice lambs. What was the alternative? We cut our order down to 2,000, and we shipped 1,500 lambs that they did not want. They are an unmerchantable product; they have to be forced on to the market to a consuming public that really doesn't want them. The public buys them and eats them, but they are unsatisfactory. The public's desire for lamb is satisfied for perhaps a week, ten days, two weeks, or more.

The best lamb that has come to Chicago this year has come from the State of Colorado. (Applause.) And I am glad for that reason that this convention is being held here in Colorado. Why was this so? Most of those lambs, born in May, I think, were marketed when they were ready for market, between four and five months old. They came into competition with lambs from the Northwest, particularly from Washington, that were born two months earlier, that were carried two months after they were ready for market, that had ten or fifteen pounds extra weight on them, and that had lost their milk fat. Had those lambs been

marketed when they were milk fat, it would have increased the demand for lamb. Such a situation affects the price of the whole lamb trade. That is one point I can not emphasize too strongly to the producers of this country.

It is really an honor to be present at a convention of the National Wool Growers Association. I consider this one of the great basic industries of this country. It is an industry that needs more intense application in the production end. I do not know whether some of you people are producing too many lambs for your facilities, for your range. I shall not dwell on that. But more intensified work is needed in the production of lamb. Then it should be marketed at a time when it is ripe for market and when we can increase the consumption of lamb.

The public wants your lambs. There is nothing so palatable as your milk fed range lambs that come to market with their milk fat on them. People get it and they come back for more. The winter proposition is different. The lambs are fed corn. The meat does not have this milk fat on it and it is not quite so sweet, but it is tender and palatable and meets the demand at that time of the year.

You gentlemen who produce lambs on the range—a product for which there is an unlimited demand—have made the criticism, that we do not pay enough premium for these choice lambs. We will say that the price of top lambs is $8\frac{1}{2}$ cents a pound. Your product that is bringing $8\frac{1}{2}$ cents a pound is in demand by every buyer in the United States. We are all after it. The dressed market may not warrant us in paying 9 cents a pound, but we are out the first thing in the morning at all markets to get this product that is in demand. The rest of your product is not desirable, it is dried out; but we have to buy it at a price. We have bought thousands and thousands of lambs this year which were neither fat nor feeders, but in between. I have bought more than 125,000,000 lambs in my lifetime, and I can say that we have never really had an over supply of choice lambs. That product is always in demand and always goes into consumption readily. But the other

product does not. And that is your problem, Gentlemen.

As I have said many, many times, you should market your milk fat lambs when they are ready. Do not carry them until they lose fat and put on perhaps ten or fifteen pounds of growth on the speculation that months later you might get a little more money for them. It is not fair to the man whose lambs are ready at that time to come into competition with him with lambs that should have been merchandised two months earlier.

The packer today is having a great problem with the increased production of lamb, but the main problem with this increased production is with these half fat lambs. The greatest advertisement that lamb has ever received has been these low prices this year. But we all know it has been a terrible experience for the producer and the feeder. I have never felt so bad in all the years I have been in the business as I have this year, to see these prices.

A man in Omaha the other day, whom I did not know, but whose lambs were bringing a ridiculously low price, although within a quarter of a cent of the top, said to me: "I am broke right now; I am going broke on these lambs." A quarter of a cent a pound would not have done much good, or a cent a pound. But it was sad, and it affected me very much indeed. But if we are going to adjust everything to these prevailing prices, we have got to watch our production, we have got to produce something the trade wants. Perhaps we can sell it at a higher price, and yet it will be cheaper to the consumer.

Last week the packers bought a quarter of a million lambs. We are not putting any of these lambs into the freezer. In other years, of course, when lambs were high and there was a much larger opportunity to drop the prices, we have taken lambs off the market to steady prices; but we have never in my experience, that I can remember, made money on lambs that were put into the freezer. But it has stabilized the market. Whenever we have put lambs into the freezer, if we could later break even on them we were tickled to death.

Your lambs are going into consumption. They are going into consumption at an admittedly low price. But they are sell-

ing for lamb. It is the lamb demand, at these prices, that is putting them into consumption.

You are looking for a slogan. This "Eat More Lamb" has been in operation, of course, for some time. The other branches of the industry are possibly taking exception to it. I saw here the "Mountain Quality Lamb" poster that you used in Kansas City. I think it is a most attractive one. It would serve your purpose, I think, if you just had the words "Eat Lamb" on it with that sort of background; and then down below, in perhaps smaller print, you could say, "Lamb Is Delicious, Nutritive, Easily Digested," or something like that.

People are eating lamb. If lambs go up in price, I think a large percentage of this new outlet for lambs, though possibly all of it, will follow it up to a certain extent. In the merchandising of lamb we have to combat the price that some retailers charge as compared to others. But that will take time to work out. Some retailers are charging 60 and 65 cents a pound for lamb chops, while others, in different neighborhoods to different classes of people, are charging 40 to 50 cents. We are sorry to see those high prices, because it restricts the consumption of lamb. If lamb is retailed on its merits that would increase the consumption. If I can go into a market and buy chops for 35 to 40 cents a pound, when I have been paying 60 to 65 cents a pound, I will naturally buy more. But we want lamb that is going to taste good when we get it; we want lamb that is going to satisfy us. We don't want to say, "That butcher sold me a piece of mutton for lamb." I don't believe in that sort of practice.

There isn't anywhere near the amount of substitution going on that you might think. There is this inferior, dried out lamb that is on the market. Perhaps it is not cooked properly, but it tastes just like mutton. When you get lamb of this sort you think it is mutton.

You must, in my opinion, cooperate in the marketing of your lambs to the extent at least of merchandising your lambs when they are ready for market. One section may think this is somewhat of a hardship on it to make such a sacrifice, if it is a sacrifice. But, in the long run, if you

will specialize on the production of your lambs and produce something that the consuming public wants, your lamb will sell itself. In this way you will increase its consumption, which will naturally increase its price. A prime lamb carcass which we sell today at 6 cents a pound higher than the medium lamb is the cheapest thing we sell, but we get such a small percentage of prime lamb that it amounts to nothing.

Gentlemen, I think that is all I have to say.

OLD STUFF

HZEKIAH Read, of Chenango County, New York, in writing to his father at Danbury, Connecticut, in November, 1822, describes some new sheep feeding racks that he has been making: "You want your rounds 2 inches square, 12 feet long—your posts 4 inches square. Put your rounds 8 inches apart, that is the first round 8 inches from the bottom, the next 8 inches from that, etc. You have three rounds on a side and three across the ends. Saw your post 8 inches above the top round, then if you want to move them turn them over and they are always right side upwards. They want to be from two to two and a half feet wide."

Hezekiah was a young man and addressed his sire in the letter as "Honored Father". In other correspondence, brothers are referred to severally as Thaddeus, and Lazarus; nephews as Solomon and Absalom.

Further on the letter says: "Stock is very low in this country except sheep, which still hold up. They are worth from \$1.25 to \$2.50. I paid \$2 per head for 167 a few days since. They butchered a great many in Madison County and tied them up for their tallow and pelts. The pelts brought \$1.25 in Albany, their tallow from \$1.25 to \$2 per head. I wish Brother Thaddeus would make enquiry for full-blooded bucks. Would buy from 50 to 100. We should be willing to pay from \$3 to \$5 a piece, though we should want to buy them as cheap as we could."

In closing his letter, young Read declares: "A number of gentlemen from Oxford and Norwich have been to see me and my flock, and the first people treat me with respect."

G. P. Williams

Margin in Feeding Lambs

By W. G. Kammlade,

University of Illinois, Urbana, Illinois

CORNBELT lamb feeders have been criticized by some for not being willing to pay better prices for feeding lambs this season. During some recent years feeder lambs brought almost as much per pound as fat lambs on the Chicago market, and the thought seems to be that this season there has been too much spread between the prices of fat lambs and of feeders. Sometime ago I prepared a short statement about the need of a rather wide margin between buying and selling prices this season, if feeders were to make any profits. It was explained that the necessity of a wider margin was due to the relatively low price of lambs. Assuming certain factors, such as marketing and feed costs, to be the same in both instances, it was stated that it might be just as profitable to buy lambs at 12 cents and sell them at 12 cents as to buy them at 6 cents and sell them at 8 cents per pound. The statement was immediately and widely questioned.

For instance, the following comment from Michigan has been received:

"Please send me your latest bulletin on 'Sheep and Lamb Feeding'. Show me where can I buy lambs at 12 cents and sell at 12 cents, under what conditions. I say we want a 2½ to 3-cent margin. A bright young college graduate claimed he could feed lambs for the manure, buying at 18 cents, selling at 13 cents, but I notice he's like the rest, ragged, gaunt, a faraway look in his eye—looking for the day he'll be on a parity with Big Business. Most farmers are ryots, serfs, waiting for corporation farming, so they may be transferred with the land as stumps and pumps and stones are transferred. Sheep and cattle feeders all lose money, all in sad condition here, mortgaged—feeding is a farce."

Others who did not approve stated that a two-cent margin was better than no margin and that the calculations were incorrect.

The cost studies published in the recent issues of the Wool Grower confirm the statements referred to above. Other costs remaining the same, the need of a margin above buying price decreases as the price of lambs rises, and the amount of margin needed increases as the price of lambs decreases. This seems erroneous, indeed, too many feeders who have not taken the trouble to do some figuring. A

margin is always desirable but under certain conditions it is imperative. This may be shown by using the above example of feeder lambs costing 6 and 12 cents per pound.

For the sake of illustration, assume the feeder purchased a 60-pound lamb. During a normal feeding period the lamb adds 25 pounds gain in weight. The feed cost of a pound gain is assumed to be 8 cents per pound. This is about the same as the cost was last year and probably not greatly different from what it will be this year. If the lamb is bought at 12 cents, the account shows the initial cost of the lamb to be \$7.20. The feed cost of the 25-pound gain at 8 cents per pound amounts to \$2.00. Hence, the initial cost and feed cost amount to \$9.20. If at the end of the feeding period the 85-pound lamb sells for 12 cents, the gross amount received is \$10.20. The difference between the two costs and the return is \$1.00. This is the amount which would be left, in this particular illustration, to take care of all other expenses and to provide a profit.

If the lamb is bought at 6 cents, the cost amounts to \$3.60. To this must be added the same feed cost (\$2.00) as above, as this item is assumed to be the same in the two cases. The total costs for the lamb and feed to produce 25 pounds gain in this instance amounts to \$5.60. An 85-pound lamb selling at 8 cents per pound grosses \$6.80. Thus, there is a difference of \$1.20 between the two items of cost (\$5.60) and the return (\$6.80). This is 20 cents more than was found when the lamb was bought and sold at 12 cents per pound. A two-cent margin then may mean but little, if any, more return than no margin. Of course, there are some differences in other costs in the two cases, especially interest charges and death losses. Every other charge may logically remain the same. No attempt is made here to base the illustration on a total of all costs, but if this were done the results would be little different, because the initial cost of the lamb and the feed cost usually account for more than 75 per

cent of the total costs. The \$1.00 to \$1.20 differences in the above illustrations would seldom be sufficient to cover other charges and leave a profit. The point which it is desired to emphasize is that this difference may be almost the same although there is a two-cent margin in one case and no margin in the other.

There is a great deal of talk to the effect that the feeding season 1930-31 will be a profitable one because feeder lambs have been bought at low prices. It is fairly certain that this season will be more profitable, or less disastrous, than the

preceding one. However, because there is likely to be a two or three-cent margin this season, this does not necessarily mean that there will be large profits. A selling price which is above the buying price and above the cost of gain, too, is the price which usually carries with it a sufficient margin that favors profits.

In the illustrations above, there may be said to be two kinds of margins. In the case where the lambs are bought at 6 cents and sold at 8 cents, there is a margin between buying price and selling price on the initial weight of the lamb. There is

no margin between feed cost and selling price on the 25-pound gain in weight. In the other case there is no margin on the original 60-pounds purchased, but there is a margin of four cents per pound on the 25 pounds gain in weight. The two margins are about equal in the amount of return, and it is easy to understand why as a determinant of profits a small margin above both feed cost per pound gain and initial cost per pound may be equal to a larger margin that is only above cost price, or one that is only above feed cost.

Boycott Charge Hearing Completed

Secretary Hyde to Review Testimony Important to Cooperative Marketing—
Respondents Admit Refusal to Deal But Claim Justification

PERHAPS the most important case since the passage of the Packers and Stockyards Act in 1921, was heard at East St. Louis during the last three weeks when forty-seven livestock commission firms and dealers, including one cooperative at the National Stockyards, were cited by the Secretary of Agriculture to show cause why their licenses should not be revoked for alleged boycott. The records in this hearing will be reviewed by the Secretary who is empowered, under the law, to issue a cease and desist order, impose a fine or jail sentence. Respondents have the right of appeal to the Federal District Court and to the U. S. Supreme Court.

It has been charged by the government that all or several of these companies united in a conspiracy to the detriment of the Producers Livestock Commission Association, and the National Order Buying Company, cooperatives recognized by the Federal Farm Board. It was also charged that an old line firm was similarly treated.

Few of the respondents, included in the list of fifty witnesses for the defense, but readily admitted their refusal to deal, or stated they would have refused if approached. Uniformly these witnesses declared that they had arrived at the conclusion from reading magazines and newspaper articles, from radio speeches and other public news agencies.

Gossip was current about the yards, but

in no instance, according to their statements under oath, was there any influence or effort toward concerted action. All of them recognized the "giant octopus" as an agency with the avowed purpose of eliminating the old line men from the business of marketing livestock. Neither did they tell another what action they would take—not even the boss, or a partner.

Respondents based their claim for justifiable refusal upon the grounds that the government, through loans by the Federal Farm Board to certain cooperatives, had entered the business of marketing livestock against the interests of long established firms and individuals. They claimed, further, that because of the affiliation of the Producers and the National Order Buying Company and their relation to the recently organized National Livestock Marketing Association, they were one and the same organization, and as such, could not honestly act both as buyer and seller of shippers' consignments to terminal markets.

Although many of the respondent witnesses admitted having occasionally "marked the ticket"—a practice whereby the actual price is determined after the market closes—this practice, when followed by the Producers, had the effect of removing hogs from competitive bidding and therefore depressed the market. It had been previously claimed that such a

practice was resorted to only when the buyer and seller were within five or ten cents of an agreed price. Moreover, "preferential days" were frowned upon inasmuch as certain order buyers were given "first look" at Producers' hogs to the exclusion of all others.

F. G. Ketner, manager of the National Order Buying Company, on the stand for seven days, declared that his company during its first week of operation in August, handled approximately 20 per cent of the order buying business, but that due to discriminations, the volume declined to 10 per cent with a consequent loss of considerable money.

Frank B. Young, manager of the Farmers Livestock Commission Company, a respondent, explained that his company was a joint agency for the Missouri Farmers Association, and the Farmers Union, which did \$22,000,000 worth of business last year and has returned to its patrons almost \$1,000,000 in dividends since its establishment in November, 1921. Mr. Young recounted several meetings in which his company was asked to join the National Livestock Marketing Association although he had been refused Farm Board loans when the national set-up failed to meet with his approval. It was his opinion that dealing with the National Order Buying Company under its present affiliation with his competitor—the Producers—"would be just too bad" for farmers.



WALTER NETSCH

Packers' Problems in Lamb Distribution

An Address Before the Sixty-Sixth Annual Convention
of the National Wool Growers Association,
Colorado Springs, December 11, 1930,
By Walter Netsch, Armour and
Company, Chicago

I DID not expect to address you at this time; in fact, I did not know I was coming out here until a few hours before train time. But I am always glad to be at a wool growers' convention. I think we can always get together on such an occasion, find out what our troubles are, and devise ways and means of solving our problems. As I was listening to your program here, particularly with reference to the unsatisfactory conditions of the lamb business this past year to the producer and to everybody else, and the unsatisfactory conditions in general, I thought it might be well to review briefly just what did happen in 1930.

You had a lot of lambs to market, to be sure; and you know what the result has been from the producer's standpoint. I am wondering how many of you realize or appreciate what it means to find a market for the dressed meat in the volume we have had to find it this past year. It has been a tremendous task. Last January Mr. Farr and other men from the feeding district came to Chicago. They were confronted with a big supply; they realized the change in conditions that had come. The lambs they owned were put in on the basis of the inflated period, and consequently they owned them on a high level. There were a lot of lambs to be sold on the basis of the change in the

dressed market. What were they going to do with them? We had to find an outlet for them. To be sure, the price was not satisfactory to the feeder. It couldn't be under the circumstances. But we started in to figure out a plan whereby we might find a market for this surplus of lambs.

The first thing we did—and I am speaking for Armour & Company—was to get out a series of posters prepared for every retail store calling lamb to the attention of the housewife every time she came into the store. Our executives made special trips to the quantity buyers throughout the East and elsewhere advising them what the program was, what was needed to market this supply of lambs, and asking them for their help.

At this time, as you know, we inaugurated our radio program over the National Broadcasting System. We also sent individual letters to every customer on our books. We hesitated quite a while before doing that, for the reason that we felt if we should send letters to all our customers it might create a feeling among the trade that there was a tremendous supply of lambs and as a consequence it might bring about a lower market than would otherwise exist. However, after due deliberation, we felt we must notify all of the trade of the supply that would

come so they would be conversant with the situation and would lend their best efforts toward helping out. So we sent out this letter. While there was a tremendous supply on the market the next week, and it looked as though possibly it had depressed the market a little bit, yet the following week and the week after, it was very evident that a great benefit had been derived from our action. From that time on we continued to market a very heavy supply of lambs week after week.

I want to mention here that the beef men at this time became quite alarmed at this program. They said this program was making startling inroads in the demand for beef and other meat products at the time. Of course, that is not what the lamb men want; that is not what any of us want. We want the consumer to use more meat rather than to switch the demand from one particular product to another. But these contacts certainly produced results, and we forced into consumption a very heavy volume of lamb.

During the summer the beef men came to market with a lot of cattle; and, as you know, they were confronted with a similar situation. There were many cars of cattle on hand, with no market for them at the time. They started out on a campaign, and lambs let up a little for the time being. Beef went into consumption a little

more freely, and the demand that had been created took care of the supply. But we noticed when they started on their campaign on beef and began to put out similar posters all over the country there was an immediate effect on the sale of and demand for lamb. We knew right then there was but one thing to do, and that was to keep lamb in the limelight all of the time.

I was very much impressed with your program yesterday on the matter of advertising and what was said regarding continual advertising. It is certainly very, very essential that lamb be advertised at all times. If you let up for one moment, some one else is going to step in; and the thing that is in the limelight naturally is the thing that is in the mind of the housewife and that is given a little more attention when she is thinking of buying.

So when we were confronted then with the supply of lambs from the range, we decided there was only one thing to do, and that was to renew the campaign we had previously put on. We again sent out a letter to all of the trade. Every customer received a letter. This time it was just a short one. We didn't mention the supply. We simply called attention to the fact that there was a continuous good supply of lambs, that the quality was exceptionally fine, that the price was particularly reasonable, and urged everybody to pay attention to the purchase of lamb and to the sale of lamb. We went along through September and October and marketed the largest volume in the history of the business. And I want to mention right here that this was possible, to a very large extent, I believe, because of the kind and weight of lamb we received at that time; and not so much as to the kind, because we did receive this year a very, very large proportion of lambs that were not finished.

Mr. Matheson spoke yesterday of the supply of lambs and the small percentage of them that are really finished. That is a great problem. This year we were confronted with a very large proportion of unfinished lambs. But this much is certain: the lambs were light. We were not confronted with heavy lambs. The result was that the demand was satisfied. The demand today is for light lambs.

With the small apartments of today, with the small quantities used at a time, you can more readily sell lambs of light weight than you can strong weight and heavy lambs. I want to call attention to that fact at this time because we are coming into the feeding season, and if there are any men here from the feeding district I want you to bear that in mind. During the past two weeks we have had that very problem to contend with, for there has been quite a supply of heavy lambs, and those lambs do not sell like your medium lambs. So the thing to do is to market your product as soon as it is ready and before it gets too much weight. When we have a good supply of stock to market, it is necessary to force the sale of it. You can not then command the price, and you can not say to your retail dealer that he must take medium and strong weight lambs, because there are too many other products on the market, and they do not have to buy lambs. But they will buy lambs if we can show them that it is to their advantage to do so.

There has been considerable said of late regarding the November prices, and I want to refer to that matter for a moment. It is true that the receipts in November were lighter than they were in September and October. But just bear in mind that the receipts in November were 15 per cent heavier than they were a year ago in November, so that there was a good supply of lambs available. While the lighter receipts should seemingly have warranted a greater advance in the live prices, at the same time it was not the receipts alone that governed the situation. The demand in November simply fell off. The first week in November we could see the thing had changed, but we thought it was just a let-up for a week. It frequently happens that the buying public goes to other products for a week and then comes back again. But the second week the demand wasn't any better. The third week it wasn't any better; and the fourth week it wasn't any better. Looking into the situation we found that the receipts of hogs had declined 15 per cent in November over a year ago; but in spite of that fact the storage of provisions increased almost 20,000,000 pounds. That is the first time in seven years that provisions in storage

increased in November. Last year, with receipts 15 per cent heavier, provisions in storage decreased 13,000,000 pounds in November. You can see what bearing that has on the situation. Cattle receipts in November declined 18 per cent over a year ago; they were the lightest in twenty-five years. And I will tell you frankly that Armour & Company lost money on all the dressed beef they sold in November. That will give you just a little picture of what happened and what the demand was in November. With the lightest receipts in twenty-five years, we could not get our money out of the dressed beef.

Of course, in November we are always confronted with poultry. I believe poultry affects the sale of lamb more than any other fresh meat. Poultry has been especially cheap. Chickens, ducks, and geese have been very cheap; and there has been a tremendous supply of them. That was another thing we had to contend with. And last, but not least, come eggs. There has been a big supply of storage eggs. Fancy April storage eggs sold last Saturday at 15 cents a dozen. The average during the past few weeks has been 18 to 22 cents. Fancy storage eggs were retailing last week at 25 cents a dozen. You know what that means, with eggs retailing at 25 cents a dozen.

With the supply of lambs in November showing a decrease over September and October, but an increase over November of last year, this lessened demand did not enable us to sell our dressed lamb anywhere near as well as it sold a year ago. And the price was pretty close to three-fourths of a cent lower than it was a year ago in November. Last year of course, November was right after the break in the stock market and at the beginning of the drop in prices. The results on our sales are far, far worse this year than they were the beginning of last year.

I want to repeat that, while the prices this year were unsatisfactory to the grower, it has been quite a problem to sell this stock. What I have had to say may seem quite pessimistic, but there are some rays of sunshine in sight. First of all, we have created a demand. As was said yesterday, the price in itself has created a demand for sheep and lambs. There is no doubt that we will retain a great

deal of that demand. Further than that, there is a wider distribution of lambs at the present time than there has been in years past.

Last summer in Salt Lake we spoke about the necessity for wider distribution. For years 75 to 80 per cent of the lambs have been sold in the northeastern part of the United States. Had we been obliged to force the supply we had this year into that territory, the price that you gentlemen would have received for your livestock would have been far less than the price you did receive. Our shipments to New York City were at a decrease many weeks compared with last year, in spite of the heavy supply, forcing these shipments out into other sections of the country. In that way the level was maintained. We created a wider distribution and we got a better market for your product—a market that we hope and expect to keep.

I might also mention that every one connected with Armour & Company has given the fullest cooperation in the matter of marketing this supply. When there have been heavy supplies of other products I have said to our shippers: "This week's supply is 15 or 20 per cent above normal. See that every house in the country gets its 15 or 20 per cent of the increase." With the condition the market was in, it would have only taken a car or two to break the camel's back. When you kill your market the situation spreads out into the entire outlying district; your market is lowered, and it takes you three weeks or so to get it back. We continually endeavored to prevent any such condition as that.

I know your program is full and that you are running behind. I do not want to take any more of your time, but I do want to emphasize the fact that I believe with this wider distribution we have obtained new eaters of lamb. It is surprising to find the number of people around the country who will tell you they do not like lamb. The more you talk with them the more you find out they have never tasted it at all. My little children sometimes tell me they do not like a certain thing, when the fact is they have never tasted it. It is the same thing with grown people in regard to lamb. After they eat it once, we have made customers of them.

There is another thing that has seriously affected the lamb business this last year, and you all know what it is. It is the situation on wool and pickled skins. We have been pulling off millions of pounds of wool. That is inevitable considering the volume of lamb we have been killing. We have credited our lamb account with the wool at a price, but whether we will get that price for the wool is a problem. The market is under 20 per cent of what it was a year ago at this time. The price of wool and pickled skins means 4 to 4½ cents per pound in the dressed meat of the lamb. If you figure roughly 2¼ cents a pound on the live price you will see what effect the wool and pelt value will have on the situation.

If we will just go on and carry out the plans that have been outlined at this convention, I think we will put lamb where it belongs and keep it there. We will create a wider market for it. As we create that wider market, we will probably sell lambs at a lower level, but we will turn them into consumption faster and net the producer a greater amount than he has been getting in the past, when there have been such radical fluctuations in both supply and price.

In closing I want to say that Armour & Company and every one of its executives have pledged themselves to do everything they possibly can to help the sheepmen. I thank you. (Applause.)

THE NEW YEAR'S CARD FROM TEXAS

VERY appropriate and attractive is a New Year's card prepared and circulated by the Sheep and Goat Raisers Magazine of Texas. It is a four-page folder, silver tinted, which carries pictures of the new lamb cuts and this message: "May the year nineteen hundred and thirty-one be most prosperous and happy for you and yours—It will be if you 'Eat More Lamb'."

The Texas Sheep and Goat Raisers Magazine is working very closely with the Eat More Lamb Club of that state to raise the funds allotted them for the enlarged lamb program of the National Association. Their New Year's greeting card is an excellent example of their hearty cooperation.

"LAMB DAYS" IN NORTH DAKOTA

FROM here and there over the sheep country come stories of efforts to increase lamb consumption. Such a one is that of the work of the Dickinson-Slope Wool Growers Association of Dickinson, North Dakota. Mr. Paul Mann, secretary of the organization, writes like this of their "Lamb Days":

"We started our 'Lamb Days' September 27. Each week we had some short article in the local paper (a weekly), as well as in the Daily Reminder (a daily going to 1200 homes), calling the public's attention to the fact that the next Saturday would be another 'Lamb Day' and suggested the desirability of eating more lamb on account of its delicious flavor, etc.

"We kept this up until November 1, when we thought we should have a gala day and obtained the services of Dr. P. F. Trowbridge of the North Dakota Agricultural College at Fargo to put on two lamb cutting demonstrations. The first demonstration was held in the Rialto Theatre at 10:30 in the morning, which brought in the home economics teachers of the State Teachers College here and the high school pupils. At 2:30 in the afternoon we had a similar demonstration in the lobby of the First National Bank where the butchers, retailers of meats, and the general public came to see and listen to Dr. Trowbridge. At 12:20 of this day we had announced over Station KFYZ at Bismark, North Dakota, that the demonstration was to be held in the First National Bank and invited all those interested to attend.

"After our checkup, we can safely say that the consumption of lamb was increased 300 per cent over that of the same period a year ago. A great deal of credit for the success of the work rightfully belongs to Mr. Chas. Eastgate, county extension agent, who devoted much time and splendid effort to the campaign."

AROUND THE RANGE COUNTRY

WYOMING

Temperatures were near or somewhat above normal in most eastern counties as a rule, but in the west and southwest it was exceptionally cold through the month; and sunshine was greater than normal, as there were not many stormy days. Livestock have been favored in most of the state, excepting only in the more westerly districts where heavy feeding was necessary, and on the southwestern range where cold weather was a deterrent.

MONTANA

Chinook weather held temperatures up to moderate values most of the month, and kept the greater part of the state bare of snow, since only a few moderate snowfalls occurred to replenish the supply. Feeding began late in the month in some western snow-covered sections, but generally no feeding was done. Most animals are on the open range, doing fairly well.

OREGON

Temperatures have fluctuated within the seasonal range, no severe conditions being reported. Moderate snowfalls occurred in the east, while occasional rains in the west brought enough moisture for

THE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau and based upon reports and publications of that bureau for the month of December.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.



Mr. C. A. White, an enterprising Washington sheep raiser, places a living brand upon his feeding grounds. The grain has been spread on the ground to bring the sheep, as shown in the picture, to form the ranch brand above and the owner's name below.

the range. It has been too cold for vegetation growth, however. Livestock are in most respects in good shape.

IDAHO

Steady cold weather with temperatures decidedly below normal, more especially during the last week or two, necessitated heavy livestock feeding everywhere; but conditions were favorable for feeding, and livestock held up fairly well. Snow cover remained almost continuously, but range forage was ample for desert stuff, and other feeds ample for domestic animals.

WASHINGTON

More or less cold weather occurred, and only light scattered precipitation was reported. However, there were no serious complaints of the cold nor the lack of moisture from livestock interests. Livestock were generally considered to be doing well for this time of year. Most of the eastern half of the state is fairly well covered with snow.

NEVADA

Excessively low temperatures prevailed pretty generally during the last half of the month, resulting in the freezing of watering places, and crusting the snow so that it was difficult for sheep to obtain moisture. Heavy feeding was necessary in northern counties, and only moderate shrinkage occurred as a rule. Sheep have

continued to do fairly well on the more southerly desert ranges. There was little precipitation.

UTAH

Excessively cold weather persisted throughout the month, more especially in the western half of the state, where it averaged the coldest for more than half a century of records. There were, however, no intensely cold snaps such as often characterize December weather, the cold weather being steady and quiet. Frost continued to form on the forage and was thus harmful, causing some sore mouth among sheep. Large amounts of feed were supplied, by means of which most animals held up very well, but light shrinkage has been general.

COLORADO

Winter temperature conditions prevailed, but not severely cold generally. Snow cover was present most of the month in the northeastern portion, and the higher western areas, the snow extending over all the eastern counties during the last week. This necessitated more or less feeding, but livestock were largely in good shape, save only light deterioration in places. Practically the entire winter range was available, with ample moisture supplies.

NEW MEXICO

The weather has been largely clear, cold and quiet, favorable for livestock inter-

ests. There has not been any particular shortage of water reported so far. Ranges have been free from snow most of the time, furnishing plenty of forage, excepting in the southeastern portion. Livestock as a consequence are in good shape, excepting some of them in the Pecos Valley area.

CALIFORNIA

Livestock are in fair to good condition, but the weather has not been very favorable. It has been too cold for the growth

have occurred frequently, with some snow farther north; but temperatures have been comparatively mild, and livestock have not suffered. Forage and range moisture supplies have been plentiful practically everywhere.

WEST TEXAS NEWS

A REVISED "butcher Bill" to protect the herds of sheep, goats and cattle from theft will be introduced in the incoming session of the Texas legislature. The new bill will seek to make it im-

possible to market stolen livestock. It is sponsored by the Sheep and Goat Raisers Association of Texas.

That the convention and sale of the Texas Sheep and Goat Raisers Association be separated and that the annual sale alternate between San Angelo and Del Rio will be recommended by the special committee appointed at the Brady meeting this year, to the executive committee of the organization when it meets for its quarterly session in San Angelo during February. The date for the sale would be set the last Tuesday in July, according to the decision made by the special committee at its recent meeting here, and the annual convention would be held in December or January.

These recommendations will not affect the 1931 meeting and sale dates as San Angelo has been chosen for both.

L. M. Murphy, wool buyer for Eise-mann Brothers of Boston, has been in the Menard country making advances on spring wool at the rate of 75 cents to \$1

(Continued on page 47)



Grant County, Oregon, Sheep Photographed at the Ranch of J. C. Carter.

of forage, and much frost occurred; while rain was beginning to be needed in most of the lowland country. However, the New Year week brought generous rains throughout the coast country, from San Diego to Eureka, which should relieve the drouthy condition.

ARIZONA

Precipitation was light to moderate, and scattering, though ample through the month in most sections. Temperatures were abnormally low, and were especially low in the mountain and plateau sections. Many streams and watering places were frozen over, and some forage covered. Nevertheless conditions have not been bad in any section, and most livestock are in comparatively good shape.

WESTERN TEXAS

Livestock and range conditions are generally fair to good, except locally, where there are some poor animals. Showers



Even the Sky Reflects the Quality of Idaho Lambs.
Photo by M. S. Benedict, Forest Supervisor, Hailey, Idaho

NEW SELLING POLICIES FOR AMERICAN WOOLEN CO.

STOCKHOLDERS of the American Woolen Company recently selected William B. Warner, president of McCall Co., publishers of women's styles magazines, as chairman of the executive committee, and Lionel J. Noah, vice president and general merchandise manager of Gimbel Brothers, Philadelphia, as president. The placing of these men at the head of the company is regarded by students of business administration as having peculiar significance, interpreted as meaning that the company's interest is now to be centered in improving its marketing methods.

Those familiar with the history of the American Woolen Company will recall that when the late Wm. M. Wood resigned from the position of president in 1925, serious financial and production problems were faced by the new officers. Under the direction of Andrew G. Pierce, Jr., who succeeded Mr. Wood as president, a twenty-four million dollar liability has been reduced to one and a third million and production has been concentrated in twenty-three plants, about half of the number operated in 1925 and prior thereto. With such progress made on those problems, distribution now assumes its proper place.

With present buying habits, selling problems have reached an important eminence never attained before in industries whose chief concern has been that of production. Rapid changes in styles and hand-to-mouth buying practices prohibit the production of large quantities of material by manufacturers and the holding of such stocks by wholesalers and retailers. A quick turnover is today's business essential. The manufacturer must be able to deliver on call the materials that are selling best, which necessitates a closeness to the consumer that has not existed previously. In other words, the manufacturer must be able not only to know what the consumer wants today, but what style trends indicate he will want tomorrow.

For the handling of such marketing questions as these, the new officers of the American Woolen Company are considered to have been wisely chosen. No statement of policy has been announced, except that they will move cautiously after thorough study and complete consideration of distribution questions as they affect the company. One of the factors that they will play up in their sales promotion work, however, is the new process, just perfected which makes their fabrics moth proof. Naturally future activities of the company will be watched with much interest.

REPORT OF ANNUAL MEETING OF THE HAMPSHIRE ASSOCIATION

THE forty-first annual meeting of the American Hampshire Sheep Association was called to order in the Live Stock Records Building, Union Stock Yards, Chicago, at 3 p. m., December 3, 1930. In the absence of President H. C. Barlow, Dr. H. C. Gardiner, vice president, presided.

After the reading of the call by Secretary Tyler, Dr. Gardiner made a brief talk urging larger attendances at the ring side during the judging at the shows, and also at the association meetings.

The annual report of the treasurer showed a balance on hand of \$16,289.42. This report with that of the secretary was accepted and placed on file.

Dr. Gardiner spoke regarding the possibility of holding Hampshire sales during 1931 at several fairs and large shows, mentioning particularly the American Royal at Kansas City and the International as possible locations for such sales. After discussion of this question by several members, it was moved, seconded, and carried that the holding of such sales during 1931 under the auspices of the association be left to the discretion of the Board of Directors.

As in 1929, \$750 was voted by the association for the lamb program of the National Wool Growers Association.

Election of officers resulted as follows: President, H. C. Gardiner, Anaconda,

Montana; vice president, MacMillan Hoopes, Wilmington, Delaware; secretary-treasurer, Comfort A. Tyler, 72 Woodland Avenue, Detroit, Michigan. Two new directors elected were Frank Brown of Carlton, Oregon, and Wm. F. Renk of Sun Prairie, Wisconsin.

Comfort A. Tyler, Secretary

THE AMERICAN RAMBOUILLET MEETING

THE complete report of the annual meeting of the American Rambouillet Sheep Breeders Association, which was held at Chicago on December 2, has not yet been issued. It will be of interest to western breeders particularly to know that the next annual meeting of the association will be held at Salt Lake City, Utah, during the 1931 National Ram Sale. While association meetings have been held in the West before, this is the first annual meeting set for a western point.

The Rambouillet Association also voted to contribute \$200 again to the lamb promotion work of the National Wool Growers Association.

Officers selected for 1931 include C. N. Arnett, Bozeman, Montana, president; C. P. Raup, Springfield, Ohio, vice president; Mrs. Dwight Lincoln, Marysville, Ohio, secretary; John E. Webb, Indianapolis, Indiana, treasurer. Messrs. J. H. King, Laramie, Wyoming; E. M. Moore, Mason, Michigan, and Earl H. Seely, Mt. Pleasant, Utah, were chosen to fill three, two and one year terms, respectively, as directors.

Mrs. Dwight Lincoln, Secretary

CORRECTION IN AK-SAR-BEN SHOW AWARDS

THE aged ram of King Bros. Company of Laramie, Wyoming, won first and champion places in the "B" type Rambouillet section of the Ak-Sar-Ben show, according to information received. These awards were incorrectly printed in the December issue of the National Wool Grower.

Coyotes, Deer and a Green Scotchman

By Hugh Sproat

I THINK, just at present, the stockman is nearer a solution of the coyote problem than he ever has been in Idaho, and even then, there seems little probability that we will see the last of the coyote for many years to come. We seem to get the numbers reduced so far and there we stop, but there is not one coyote where there were twenty thirty years ago, but that one can do and does do more damage than three or four of his ancestors of the old days.

Some sections are pretty well cleared of the pests, but close to the different irrigated areas of our state there remain numbers of the varmints whose association with civilization has sharpened their wits to a point that getting them any sort of way is next to impossible; traps they steer clear of without trouble, and using poison close to ranches is a risky proposition. The killings they make in anything they can reach are fearfully heavy—almost beyond belief that a single night's devilment could run into such numbers. Only recently a rancher in Owyhee County lost in a single night something over three hundred turkeys. Yet occasionally there appear articles in newspapers and periodicals lamenting the passing of the coyote and predicting dire misfortune for the country through the increase of rabbits, mice, etc., etc. The writer is of the opinion that coyotes are of some assistance in keeping down the number of rodents and rabbits, but we had rabbits by the millions years ago when coyotes were plentiful, and our friends of the Bureau of the Biological Survey can readily put a damper on any excess of rabbits—a little poison on alfalfa leaves and the rabbit stays right there.

They are about the easiest proposition to poison we have. Had we to depend on the coyote keeping the jack rabbit numbers in check, we would be up against it. Fortunately we can get along very well without him and writers' lamenting his passing can keep on lamenting. I hope we get the last one.

Years ago, I attended a meeting in Washington, D. C., called for the purpose

of considering predatory animal control. I remember Dr. Fisher's address at that meeting, (Dr. Fisher, at that time, being head of the department having the coyote to deal with.) He stated that the coyote had to be viewed from three different view points: his value as a detriment to rabbits; his value for fur; and his lack of value through his predatory instincts. I got the idea from the good Doctor's discourse that he did not give the third point sufficient emphasis. My reply created somewhat of a sensation. The only view point I wanted of a coyote was an extremely fine bead just behind the shoulder through the sights of a good shooting rifle; his value as a furbearer or a jack rabbit killer interested me not at all.

Times have changed somewhat from those days, and the most consistent menace to the coyote today is the paid hunters of the Biological Survey, under the direction of Dr. Fisher and his successor in office. These are men of experience, pitting their skill against an animal whose cunning makes the fabled fox the veriest tenderfoot. The coyote starts out in life knowing more than the cleverest fox ever learns.

My experience with the coyote dates back to 1898. I have had the satisfaction of outguessing him many times, but those times are but a small percentage of the times I have been outguessed.

I recall as though it were yesterday, my first experience with a coyote's devilment. I was a sort of assistant to the drop-band herder and my duty was to gather in the ewes and lambs fairly close to the bed-ground. We were just beginning lambing, and that meant that the lambs and their mothers were fairly well scattered, one or two in a place, as the band moved through the sagebrush after the sparse grass of early spring. I had managed to get half a dozen ewes and their lambs into a little basin about the middle of the afternoon, leaving them with the intention of flagging them later in the evening. Flagging is a term which needs no explanation to sheepmen, but in case there should be readers who are puzzled by the term, it means

sticking up a number of flags around the little bunches of ewes and lambs in the hope that coyotes will be suspicious and stay away. Returning a few hours later I could find no signs of sheep, ewes or lambs, and it was only after a close search through the sagebrush that I found the carcasses of two of the lambs with their sides torn and the stomach and heart eaten out. My determination to get the coyote dates from that minute, and later experiences have but strengthened that determination.

A week or so later I saw my first one. I had carried the rifle day after day in the hope that I might get a shot at a coyote, but on this occasion it was in camp. Funny how often that happens. I had left the little bunch of ewes and lambs to get a bite of lunch and was returning to them, perhaps half a mile or so from camp when the coyote trotted up a draw about a couple of hundred yards ahead. I wheeled and did the distance to camp for that gun in something less than no time at all, made equally as good time going back and found what I have learned from experience I always will find in such circumstances—nothing. I also have learned the sort of job of shooting I would have done had I got a shot after such a race, and it took a lot of shooting and a lot of missing before I finally learned that a good coyote shot is a rare bird.

That summer I saw lots of coyotes and shot at them times without end. I could make them run, and did dust a few of them but never touched a hair that I could see till I concluded that the sights of my rifle were all wrong, and ordered a set of Lyman peep sights. I had just got them, but had poor success in lining them up; the best I could do was to hit about three feet to the right at a hundred yards, and no amount of tapping on that front sight would make it do any different. We had the bands on the winter range on the white sage and shadscale, and I had left the sheep to go over to one of the camps of the same outfit for which I worked to get a pocketful of apples. While I was in the tent the band had gradually fed

closer and the lead topped the little ridge above camp. Just as I left the tent to return to the sheep, they all wheeled and disappeared back over the hill. Running up to see what was the trouble I was surprised to see a coyote in the lead of the band sitting down and looking them over just as a dog would.

I dropped on my knees and whanged away and of course missed. While we knew nothing about starting on high in those days, that was most assuredly what that coyote did, and the way he streaked it over the plain was a sight. I hastily threw another shell into the barrel and sent a second shot in his direction, and was amazed to see him turn three or four complete somersaults and stop dead, quite dead. The soft nosed bullet had taken a section of the backbone completely out. The point of entrance was but bullet-size, but the exit was large enough to stick a good-sized hand through. No wonder he stopped. I packed that coyote at least two miles back to camp. I knew all about the physical anatomy of coyotes from that date. I also found out they had fleas.

I have had the satisfaction of stopping lots of them since that time, but I have never carried any of them any such distance. Nor have I succeeded in getting any more with my sights out of alignment, but I did get a deer a few days later with the same gun. However, by this time the camp tender had brought a file along and the sights were nearer true. At that, the deer killing was as much of a fluke as getting the coyote, and goes to show that sometimes we get the bacon when we least deserve it.

A chinook had blown up and taken the little snow off the salt brush, and we had pulled back to the black sage. I was camped in a little sand pocket on a buck-brush ridge and one morning could not get the sheep to leave the bedground; they just would not go. I busied myself getting some firewood into the tent, and finally concluded to drive them off. I drew on my mackinaw, threw the rifle over my shoulder and started out and was thunderstruck to see a buck deer with a forest of horns walk over a little ridge about a couple of hundred yards away. He must have been watching the band all

morning, I can see no other reason for them holding to the bedground. Running at top speed I came on to him about seventy-five yards off, standing broadside on, quite unconcernedly watching me. I drew the best bead on him I was capable of, and missed, did the same with my second shot, and then remembered that I had but three shells altogether, and two of them were already empty. About that time the deer evidently concluded that it was time to move, and did, with those astonishing leaps that a deer can take. I got him with the third and last shell I had. He just jumped in the way of the bullet—it was his carelessness in not looking where he was going, and not my marksmanship that gave me my first deer.

We had another varmint in those days that was quite troublesome, the bobcat. Looking back to my first experience with them, brings a smile at the recollection, but it was no laughing matter then. It was just about the time I saw my first coyote. I had taken a small bunch of ewes and lambs, the starter of a summer band, and was gradually picking up the little bunches as they got old enough. The boss had given me definite instructions never to bed the band twice in the same place, and to sleep beside the sheep, both of which I was doing religiously. That was quite a while before we ever heard of the Forest Service, and goes to show that the bedding-out system was practiced before the boys with the fir tree on their lapels showed up.

Well, anyhow, I was sleeping with the sheep and was awakened one pitch-dark night by my old dog growling. He was standing at the head of my bed and seemed quite uneasy about something. "Sic 'em Pete," I said, and Pete started out bravely to sic him, but evidently the critter did not choose to be sicked for Pete came back about as fast as he started. The sicking was being done by the other side, and it was no half-hearted attempt either. The only place Pete could think of was under the tarpaulin beside me. He did not get in though. I thought that whatever was after him would fill up on dog first. He would have time enough to make a meal of a green Scotchman

later when he had clawed through a few thicknesses of tarp.

You're dead right I was scared. No use denying it, but I lived through it. The next morning not over fifty yards from my bed I found the two hind legs of a lamb, sticking out from under a pile of sand in a little dry creek bed. The bobcat had eaten the front quarters and buried the hind ones for a later meal. He must have been a good sized one, as the dog evidently had not scared him at all, and the fact that I was but fifty yards off, had meant nothing while he dined.

In those days the Snake River desert, particularly the white sage plains, was pretty well overrun with burros, the wild jackass. The same beast mentioned in the Bible, that "snuffeth up the wind at his pleasure". There are but few left, but there is still lots of wind. In those days they were more or less of a nuisance and the stockmen thought they would kill two birds with one stone so proceeded to round the jacks up and use them for coyote bait, filling them with strychnine. It was great sport running the bands, and they were tolerably easy to handle till they hit the railroad. Getting them across the two lines of shining steel was an entirely different matter, and but a very small percentage was ever driven north of the tracks.

The procedure was to shoot the burro and fill him with strychnine immediately. This seemed to diffuse the poison throughout the whole carcass, as it mattered very little whether the coyote ate his meal from an opening in which poison had been placed or started a fresh place for himself; it seemed to stop him anyway. One of those poison stations was about a quarter of a mile from my camp. I used to herd over that way and gather up the dead coyotes every few days, and must have found at least a hundred at that one station. That was a real job of poisoning, but conditions were ideal. It was the first

(Continued on page 48)

H. S. Coffin Broadcasts Lamb

One of the strongest and most active advocates of the idea that the consumption of lamb can be increased in large measure by the work of the individual sheepmen in their home districts is Mr. H. Stanley Coffin of Yakima, Washington. By personal efforts he has demonstrated that large-sized achievements come from work of this kind. "We still continue to sell four times as many lambs in Yakima," he writes, "as we have ever sold before, chiefly through the efforts of the individual sheepmen and their wives in bringing it before the public."

Broadcasting has recently been brought into use in the Yakima work. The talk printed below was given by Mr. Coffin over the radio shortly before the Christmas holidays.

I AM dedicating this talk on the good qualities of lamb as a food to the Ladies' Wool Growers Auxiliary of the State of Washington, at the request of Mrs. Pete Agor, Mrs. Archie Prior, Mrs. Frank Lenzie, Mrs. Charles Swain, Mrs. Robert Jahnke and Mrs. Fred Glaetzner.

We are pleased to report that last week the sale of lamb went over big—one of the leading packing houses killing six hundred lambs. All of which were disposed of during the week. This positively shows that the housewives of Yakima appreciate the low price and the good qualities of lamb.

At a recent meeting of one of the civic clubs of this city Mr. Joseph C. Wynn-gartner, publicity man for Frye & Company of Seattle, and a man thoroughly conversant with all meat inspection and government affairs in this regard, made the statement that out of 235,000 meat animals that were condemned for tuberculosis last year only three were lambs. Think of it! Only three lambs out of 235,000 carcasses. Isn't that wonderful? And doesn't it show what healthy animals lambs must be?

Now to further impress upon you what a healthy meat lamb really is I want to take you on a little camping-out trip. The first day we'll say you camp at the head of the Ahtanum. The next day you go up into the higher mountains and along about four or five o'clock in the evening you see smoke curling up into the blue sky perhaps a mile or a mile and a half distant where there is a nice mountain meadow and you decide this will be a fine place to camp for the night. You will

probably find some friendly camper where the smoke is. So you go on and as you approach the camp and see the camp-fire and tent, the herder of a band of sheep greets you.

He invites you to unpack, have supper and stay overnight. Just now he is preparing the evening meal. You sit down to a meal that is fit for a king. Sheep camp Mulligan, made up of briskets and short-ribs of lamb with potatoes, onions and a few carrots and served with the usual sheep camp "doughgod"—bread, baked before the open fire, and really the best bread you ever ate. It is mixed in the top of the sack of flour and both sides baked before the flame. This, with good butter and honey or syrup and a good helping of the lamb Mulligan, makes you feel like a millionaire.

You retire early on a bed of boughs and the herder goes out to sleep with the sheep, which are perhaps a mile from the camp.

In the morning about three o'clock, you hear a tinkling of bells and turn over to sleep again. Wake up about seven o'clock and find that the herder has returned to camp and is splitting wood for the morning's breakfast. You get up and find he has a frying pan full of nice juicy lamb chops. You notice a canvas sack hanging up in a tree and you ask him what it is, and he says it is his refrigerator and has a lamb hanging in it. He takes it down and shows you a beautiful mountain lamb.

Soon you start on your way, and as you pass on up the side of the hill you see the sheep feeding on mountain bunch-grass, pure and sweet. You see some of them

drinking from the stream and notice that they do not get into the stream or pollute it in any way.

It is our observation that the lamb lives in the mountains very similar to the deer and only eats the very best of feed and in every way is the cleanest and daintiest animal in its eating habits.

Now I presume at this time of day I am talking to the ladies, to the housewives, and I know that you ladies are the most careful and economical buyers. I know that you will appreciate the low price that lamb is being sold at at this date.

Understand, you can still purchase lamb in wholes and halves at fourteen and a half cents per pound.

It just occurred to me that lamb would make a wonderful Christmas present. You know this year we are having rather hard times and it seems to me that something useful, something that is really worth while, is the kind of a Christmas present to make. We should get away from the little nick-nacks, expensive things, that do no real good, and get down to something solid, something that is helpful and of real value.

I think your friends will very much appreciate receiving a nice leg of lamb, or if they have a large family give them a half a lamb. A half only costs about three dollars or three and a quarter and think what a wonderful lot of good it would do.

If one can not afford turkey for the Christmas dinner, a leg of lamb would be a fine substitute.

So in closing this talk, I want again to impress upon you that lamb is the healthiest meat you can buy. It is the most delicious and the most nutritious and positively the cheapest meat you can purchase.

However, be sure that the lamb you buy has the purple government stamp on it. This will insure you of the very best quality and that it has been government inspected.

So, I am asking you all to buy lamb for your Sunday dinner and if you possibly can, get a whole or a half to use during the next two weeks. Thank you.

Activity in Wyoming on Truth-in-Fabrics

AT the Colorado Springs convention Mr. Kleber H. Hadsell, formerly president of the Wyoming Wool Growers Association, and a very active supporter of the truth-in-fabric movement, made a brief talk urging wool growers from all the western states to work with their legislatures to secure the passage of truth-in-fabric laws in each state.

Wyoming secured a law in 1925 and a committee appointed from the state wool growers' association is endeavoring to see that the law is enforced. The present plan of action of this committee was announced by Mr. Hadsell as follows:

1. To seek earnestly the cooperation of Wyoming merchants.

2. To explain to merchants just what the Truth-in-Fabrics Act requires of them.

3. To urge merchants to use display cards which the committee will provide.

4. To request merchants to do virgin wool advertising.

5. To conduct an advertising campaign in Wyoming with the object in view of educating people to the use and benefits of virgin wool.

6. November 1, 1930, is set as the date after which truth-in-fabric cases will be started in all the counties in Wyoming. Complaints will be filed against merchants who show little disposition to comply with the law and not against those who are making an honest effort to label properly.

7. As merchants find great difficulty in getting information as to virgin wool content of fabrics, a list of manufacturers who will label or give information as to virgin wool content will be compiled for use of Wyoming merchants and for stores in other states.

8. As much of the merchandise sold as "All Wool" contains only enough virgin wool to hold inferior substitutes together, an effort will be made to search the markets of the world for attractive and high quality virgin wool merchandise and have it available in all stores.

9. To strive to make Wyoming an ideal state in which to buy and sell virgin wool merchandise, with the hope that other states will follow our good example.

10. To work with the consumer organizations such as women's clubs and labor and farm organizations to secure their cooperation.

11. To keep the truth-in-fabrics question before Congress by the introduction of bills in both houses.

12. To bring about the passage of state truth-in-fabrics laws wherever possible.

THE WYOMING ACT

An Act to prevent deception in the marketing of manufactured products containing wool or purporting to contain wool, and requiring the labeling of all yarns, cloth, fabrics, garments or articles of apparel, manufactured for the purpose of sale, or possessed for the purpose of sale, sold, or offered for sale, in the State of Wyoming, which contain wool, and of all samples of yarn, cloth, fabrics, garments or articles of apparel, containing wool or purporting to contain wool, displayed in the State of Wyoming in soliciting orders for sale of articles of like character, and fixing the penalty for the violation of this Act, and repealing Chapter 104, Session Laws of Wyoming, 1921, with saving clause.

Be It Enacted by the Legislature of the State of Wyoming:

Labeling of Cloth, Clothing, Etc.—Virgin Wool.

Section 1. Every person, firm or corporation who shall manufacture for sale, or have in his possession for the purpose of sale, or who shall sell or offer for sale, in this State, any yarn, cloth, fabric, garment or article of apparel, containing wool or purporting to contain wool, or who shall display in this State any sample of yarn, cloth, fabric, garment or article of apparel, containing wool or purporting to contain wool for the purpose of soliciting orders for the sale of yarn, cloth, fabrics, garments or articles of apparel, shall place thereon a conspicuous label showing the true character and quantity of the wool content thereof, and which said label shall be in clear, legible, bold-faced type, and shall be in one of the four following forms:

1. "This article is composed of all virgin wool."

2. "This article contains not less than..... per cent virgin wool."

3. "This article contains no virgin wool."

4. "The manufacturer and wholesale vendor of this article upon request have refused to give information as to the true quantity of virgin wool content of this article."

Each form of said label when used as herein provided shall be followed by the name of the person, firm or corporation placing the same on the said labeled article, printed in clear, legible, bold-faced type.

The term "virgin wool," as used in this Act, is wool that previous to its use in the article required to be labeled hereunder has never been spun, woven or knitted into any other yarn, fabric or cloth than that composing the said article. In the event that any article is labeled in the form indicated in Label No. 2

herein, the blank in such form shall be filled in with some certain percentage. Provided, however, that in labeling any garment or article of apparel which contains lining, facing or trimming, or silk yarn used solely for decorative purposes, the label required to be placed thereon shall not be taken to refer, and shall not refer, to the lining or facing or trimming, or yarn used solely for decorative purposes, or the percentage or percentages of wool contained therein. Provided, further, that this Act shall not be construed as applying to or requiring the labeling of used, worn and second-hand garments; used, worn and second-hand articles of apparel; or rags.

Violation—Penalty.

Section 2. Any person, firm or corporation who shall violate any part of this Act, or who shall by label, as required herein, state that the labeled article contains a greater percentage or greater amount of virgin wool than it does in fact contain, shall be guilty of a misdemeanor, and upon conviction thereof shall be punished by a fine of not less than Twenty-Five Dollars (\$25.00) nor more than Five Hundred Dollars (\$500.00), or by imprisonment in a county jail for not less than ten days nor more than sixty days, or by both such fine and imprisonment. Provided, that if any article is possessed for the purpose of sale, sold or offered for sale, or any sample is displayed, as hereinbefore provided, bearing either of the first two labels hereinbefore described, and provided, further, that such label is so placed thereon by the retail dealer therein and does not correspond to written or printed information obtained in good faith by the said retail dealer from the manufacturer, jobber or wholesaler thereof, certified as true and correct over the signature of such manufacturer, jobber or wholesaler, and said certified information is produced on the trial, then and in that case the person, firm or corporation possessing for sale, selling, offering for sale, or displaying the said articles so labeled for the purpose aforesaid, shall not be deemed guilty of a violation of this Act in case the said label is proven to be false, but in such event the manufacturer, jobber or wholesaler supplying such false, certified, written or printed information regarding the character and quantity of the wool content of such article as in this proviso described shall be deemed a violator of this Act and liable to all the penalties herein prescribed.

Validity of Act.

Section 3. If any provision of this Act shall be held to be invalid, it is hereby provided that all other provisions of the Act which are not expressly held to be invalid shall continue in full force and effect.

Repeal.

Section 4. That Chapter 104, Session Laws of Wyoming, 1921, be, and is hereby, repealed; provided, that such repeal shall not in any manner affect any pending prosecution, or any prosecution that may be hereafter instituted for the violation of any of the provisions of said chapter committed prior to its repeal and provided, further, that any article bearing a label heretofore placed thereon pursuant to and in accordance with the provisions of said chapter shall not be required to be re-labeled so long as said original label is retained thereon.

Section 5. This Act shall take effect and be in force from and after its passage.

Approved February 25, 1925.

The Boston Wool Market

By Special Correspondent

AS a wool trade month, December has not differed materially from those which immediately preceded it. The market was at all times irregular both as to values and volume of sales. Occasional spurts of buying only served to emphasize the fact that conditions are abnormal. This is true of the Boston wool market, and also of the New York piece goods market. Such buying as has been noted has been to cover actual needs. A notable lack of speculative buying is one of the outstanding features of the present situation. When a little wool is needed at the mills, buyers come to market, but they are exceedingly wary over the matter of buying a few pounds more than enough to satisfy the current demand.

Both cooperatives and independents are finding the present attitude of mill managers exceedingly irksome. It is claimed that the larger mills are carrying the smallest stock of raw wool reported for many years. Even the largest concerns are practically down to bare boards, according to those who are supposed to be in a position to know what is going on. In fact, this refusal on the part of large buyers to operate in a seasonal way is urged by large holders of wool to prove that the wool situation is not altogether discouraging, if far from normal.

Recent estimates of the weight of wool left unsold from the 1930 clip indicates that stocks in independent hands are not over 50,000,000 pounds in Boston, and perhaps not over 70,000,000 pounds, if stocks in outside markets, Philadelphia, St. Louis and Chicago, are taken into account. Perhaps this total was reduced by something like 5,000,000 pounds in the end of the year trading, but it is believed to be measurably correct. Eliminating cooperative stocks, this leaves regular trade stocks about where they are at this season.

Accurate figures of the holdings of the National Wool Marketing Corporation are not available at this writing. Ruled by guesswork and street gossip they may run anywhere from 70,000,000 to 80,000,000 pounds. This is just about enough, it is claimed, to make up for the actual

known shortage at the mills. Every wool man has his own theory of present happenings and future prospects. The volume of wool to be carried over into the new clip season is a matter of frequent comment in wool circles. The most that can be said about the matter is that an entirely new situation has been created, and just what the ultimate result may be even the wisest are slow to predict.

It has been before noted in this column that the conservative way in which the cooperative holdings were being marketed has won the commendation of the trade. At times it seemed as though it was a true saying that the National Wool Marketing Corporation was "holding the umbrella" for the independent dealers. Under this shelter, the latter were able to move considerable wool in the last quarter of 1930. In fact, their sales were rather larger than their relative holdings, compared with the cooperatives, would seem to justify. This was the state of affairs, at least, until just before Christmas.

At that time a statement was issued from the Boston office of the Corporation, which said, in the closing paragraph, that "Regardless of the cost of foreign wool duty paid here, whether above or below today's level, these values will be met by the wool held by the National Wool Marketing Corporation; not only met, but will be priced to make the cooperative wool better value than the foreign wool to the American consumer." This statement was variously interpreted in the trade, though in general it was taken to mean that there was to be no more "holding of the umbrella".

To say that this resulted in checking in any degree the movement of wool out of independent hands would hardly be true. The market was quiet before, and remained so, even after the statement has been analyzed and its probable effects measured. On the other hand, it is understood that some increase was noted in the movement out of cooperative stocks. Though actual figures are withheld, it is believed that several million pounds of wool were sold therefrom in the last days of the year. It is not unusual for a little

spurt of wool buying to be noted in late December, especially if mill buyers are able to get some concession; or at least to secure a forward dating on their purchases. Yet, it is claimed that there has been less than usual of this forward dating over this New Year.

The last two weeks of the year were noted by a lack of helpful news from abroad. The sixth and last series of the year of the London wool sales was particularly unsettling. Prices were irregular throughout the series, and though the closings were generally on about the opening levels—in a few cases being 5 per cent lower—a material drop from the closings of the fifth series on October 7th was noted. That prices were not satisfactory to sellers is shown by the tremendous withdrawals during the series, amounting to 66,000 bales. This compares with withdrawals of 61,500 bales during the fifth series.

That depressed conditions and declining prices are not peculiar to the Boston market is shown, not only by results of the London auctions, but also by what is happening in South Africa, Australia and New Zealand markets, and also by conditions in the River Plate markets. For instance, an effort to curtail sales and restrict offerings in South Africa is under way, prices in the various selling markets on the coast being altogether too low to satisfy growers. In Australia, closing prices before the holidays were about at the low level of the year.

In New Zealand, there is a sharp contest going on between the growers and their representatives and the buying brokers. Notwithstanding that the clip is approximately 20 per cent smaller than the previous year, prices have been very low. Offerings at the advertised sales before Christmas were much smaller than the allocations to the different auction markets when the season's schedule was made up. Consequently, buying brokers were very much disgruntled and threatened to boycott the sales unless a more liberal policy was adopted. Just what will be done when the auctions reopen in January is not known, but the outlook is not encouraging.

Very low prices, often below the actual cost of production, are noted in the New

Zealand markets, which find their sharpest competition in wool from the River Plate markets in South America. Cases are cited where the returns to the Argentine grower are less than one-half the cost. Here is a specific case: Early in December a lot of Buenos Aires greasy wool changed hands in this market at 10 cents in bond. It is said that the return to the grower on this wool could not have been over 7 cents a pound, while the actual cost of production is figured at fully 15 cents. This shows that it is not in this country alone that Christmas presents in wool matters are of doubtful value.

Here, the wool trade and manufacturers have been looking to the New York goods market to play Santa Claus. Thus far goods buyers have been slow to do their part. Talk is heard to the effect that the light weight season is a practical failure. Wool men are hoping that the turn of the year may bring a better demand for goods, and that this will be promptly reflected in Summer Street wool houses. It is feared that recent developments at home and abroad may tend to confirm buyers in this hold-off attitude. Thus far the women's dress goods department is about the only one to show a seasonal demand. Even overcoatings are slow, in spite of the winter weather prevailing on the Atlantic Coast since the middle of December.

So far as actual prices are concerned, the face of the returns does not show material change, though it is believed that a careful checkup of the actual facts would show a downward trend. The bulk of the demand continues to be for fine and half-blood wools. Medium wools are still neglected. Wools suitable for topmakers' use have been called for to some extent, but both topmakers and manufacturers have been working along very cautiously. Wool buying has generally been confined to cover the needs of the mills, or where orders for tops are actually in hand.

Late in the month, good-sized sales of French combing wools are noted at around 65 cents clean or less, average wools of this type selling down to 62 to 63 cents, and inferior New Mexico and Colorado wools as low as 60 cents. Best Montana wools of this type are quotable at 68 cents and above, and in some cases are claimed to be held at 70 cents, but this is above

the market. A good-sized lot, to bring this figure, would need to have a liberal sprinkling of better-stapled wool. These prices have been paid for both graded and original bag lots. Choice and fine medium staple wools might bring 70 to 72 cents, but wools of this type are slow of sale, as most of the demand is for the cheaper lots.

Strictly medium wools continue to be neglected. Buyers have been giving a little more attention of late to the three-eighths-blood grade, owing to its relative cheapness and usefulness. Where previously the market for this grade was largely nominal, there were during December sales in sufficient volume to establish the market on about the clean basis of 55 to 58 cents. Quarter-bloods have been rather neglected during the month, and prices are nominally lower at 53 to 55 cents clean.

On the other hand, the demand for good half-blood wools continues fairly active. The market for this grade appears to have become pretty well established on the clean basis of 65 to 68 cents, though occasional lots are still held up to 70 cents. Average wools of this type are selling on the clean basis of 60 to 63 cents. Though stocks are running small in some of the independent houses, it is believed that the supply of really desirable wool awaiting a firm buyer is ample for all possible future needs.

California wools of all grades remain quiet, with some further sagging of values. Best Northern wools can not be quoted at the moment at over 60 cents, and in some cases buyers claim to be able to do a little better. Middle Counties wool and some of the best Southern clips are quotable at 55 to 57 cents, perhaps a little more for a really choice lot. Texas wools of the twelve-months' growth have gone into consumption fairly well during the month. Some of the best of these wools are claimed to have been sold at rising 70 cents clean, but very good lots are to be had at 65 to 68 cents, especially if on the short side. Eight-months' wools are quiet at 62 to 63 cents, and fall wools are steady at 60 to 62 cents, clean basis in both cases.

Fleece wools from the Middle West have been rather quiet, though some clear-

ing sales were noted in the last days of the year. Today's quotation on really choice Ohio delaine is 29 to 30 cents, but some average wools have changed hands at 28 cents or below. Half-blood combing wools are selling at about the same figure as delaines, 29 to 30 cents for standard lots, and perhaps are even in a little better demand. Fine, unwashed clothing Ohio wool is quotable at 25 to 27 cents, and sales have been reported during the month within that range.

The market for medium fleeces, both Ohio and Michigan, is still quiet, especially for quarter-bloods. Demand for this grade is slack, and asking prices are about the same as for three-eighths-blood combing. At 28 cents the best medium fleeces in the market are to be had.

Woolen wools continue quiet, except for occasional spurts in A and B supers of the best type. These are fairly steady in price, but other Eastern scourings have held their own very well. New Mexico scoureds are very quiet, prices being nominal in the lack of an active demand. Today's prices are about 70 to 73 cents for No. 1, 60 to 63 cents for No. 2 and 50 to 52 cents for No. 3.

While many are looking for a better market to start soon after the turn of the year, the immediate prospect is rather quiet. Marketing problems are acute, and the goods market is not doing its share. Mills are carrying little wool, and this shortage, with the small stocks carried by wholesalers, jobbers and retailers of ready-to-wear garments the country over are relied upon to bring the wool market back to normalcy, though few are ready to go on record as to when the decided change is to be expected.

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Lamb Market Conditions and Prices in December

CHICAGO

NEITHER exultation nor discouragement keynoted year-end lamb trade. Feeder psychology was that it might have been worse. Supply was ample at all times and whenever the market bid for a few more, the response was prompt. No bare spots appeared; at intervals supply was slightly in excess of killers' requirements whereupon they took off 25 to 50 cents in a matter of fact manner, restoring it when feeders held out. If little money was made, actual loss was negligible. In contrast to light receipts of December, 1929, supply was heavy, the ten major markets handling approximately 1,200,000 compared with 900,000 in December, 1929, according to which the market was equal to a creditable performance. The big run of the month reported during the first week when 356,000 reached the ten markets against 283,000 in 1929, but that week developed the month's highest top at \$8.85, the adverse influence of heavy supply not being exerted until the following week when the top dropped abruptly to \$8, reflecting a crash in the dressed market. During the last half of the month supply moderated, a previously glutted dressed trade was relieved and a healthy bottom developed, the top reacting to \$8.35. Holiday week effected further improvement and the top reached \$8.75, but this exerted the usual pulling effect, slightly influencing prices adversely and setting the top back to \$8.40. Tops were deceptive all through the month, however, as they were paid for a handful of light lambs, always a scarce article, by city butchers.

Packers handled a large volume of product all through the month and were able to pass the great bulk of it along to the consuming public, recourse to freezing being rarely necessary. Spreads were narrow as the bulk of the crop was finished and of even weight, any audible complaint concerned overweight. Big lambs were consistently penalized, but 90 to 95-pound goods got by. Demand for fat sheep was negligible; supply meager. As

nearly everything wearing a fleece got fat, feeders were out of luck, the grist of second-hand stock that usually goes to the country in December being conspicuous by its absence. As the thing worked out nobody expected much, hence few were disappointed. Killers took advantage of every opportunity to take off 25 cents, but were free buyers on every upturn. Light lambs always had the call; overweighted were penalized.

Physical conditions were little short of beneficent, lambs running in cornfields making phenomenal, if not, unprecedented gains. It appeared as though every western lamb that went into feeders' hands got fat; natives also showed excellent condition. A load of poorly conditioned stock was so exceptional as to attract attention. Feed costs worked lower, corn breaking with wheat, so that cheap gains were possible, cheaper at least than looked possible when the bulk of the crop went in. Instead of dollar corn, the price worked steadily lower until, during the latter part of December, it flirted with the half-dollar mark. Large quantities of small grains, mainly oats and barley, went into the fattening process and in certain localities some wheat was utilized. Between ideal weather and a mixed ration, a large percentage of the crop reached the market weighing 90 to 100 pounds.

Shippers were in and out, contributing to irregularity as a few eastern orders invariably prompted packers to get into competition with outsiders. Every drop in receipts exerted a bracing influence on prices; had the run been 10 per cent lighter the market could easily have been put on a \$9 basis.

Yearlings were scarce, a handful selling during the month at a range of \$6@7.25. A few aged wethers made \$3.50. Fortunately there were few fat ewes in the crop, a spread of \$2.50@3 taking the bulk with occasional sales at \$3.50@3.75 for choice light weights. Owing to lack of material to trade on, feeder business was limited, \$6.50 to \$7.25 indicating the range. Solid-mouthed 108-pound, Montana breeding ewes went to the country at \$4.25; young ewes at \$4.50@5.50 per hundredweight.

Features of year-end trade were:

Clearing up the residue of the big 1930 crop of native lambs, many weighing around or above 100 pounds and selling around \$7.50. Eastern markets received occasional gobs of these lambs, upsetting the stride of the trade.

A large proportion of fed western lambs weighing 90 pounds up, indicating a good gain-making season.

Broad replacement demand, the movement to feed lots being restricted by lack of lambs adapted to feeders' use.

Prompt response to 25-cent advances by feeders, indicating plenty of lambs seeking market outlets. This promptitude was due to well filled feeding stations adjacent to the markets.

Intermittent eastern shipping demand, both on packer and small butcher account, with prompt advances in values whenever competition from that source revived.

Heavy lambs were hit hardest on the breaks, but made most of subsequent recovery which is always a favorable indication, meaning prompt movement of the product.

Supply of finished medium and light weight lambs was usually below requirements. On this account tops were deceptive, especially on the bulges, city butchers paying premiums to evade weight.

On the bulges heavy lambs acquired a habit of getting relatively high and out of line, putting that type into a wide spread. On light runs, when killers were under the necessity of buying for numbers, they substituted weight and did not insist on drastic sorting. Wide fluctuations in the case of weight were due to buyers' taking advantage of opportunity to reduce average cost.

Ability of the dressed market to extricate itself from an over-

load at "a price" around 19 cents for choice grades and 14 to 16 cents for the main run of carcasses.

Scarcity of second-hand, or half-fat lambs going into feeders' hands a second trip. Cut backs from fed western bands were few, selling in odd bunches.

Shorn lambs outsold fleeced stock, making better yields and hanging up attractive carcasses.

Cull lambs selling at \$6 to \$6.50 were always good property.

Dressed trade was erratic all through the month. At intervals it was "going good"; then suddenly cracked for no apparent reason. It rode through the holiday season, when poultry is a keen competitor, without striking any serious obstacle. No break in dressed product exceeded \$1 per hundredweight and repairs were easily effected. Choice handyweight carcasses sold at \$17 to \$18; strong weights at \$13 to \$15 and culls, \$9.50 to \$10.50. There was a limited market for mutton carcasses at \$5 to \$9. At New York a few prime light carcasses reached

\$22@23. On the last round activity developed at the best prices of the month. With the exception of a brief period when a few thousand carcasses went to the freezer, a weekly clearance was effected. On the last round, packer-branded carcasses sold at \$19 in Chicago; handyweights at \$16 to \$17 and strong weights at \$13.50@15.

J. E. Poole

OMAHA

HEAVERY receipts combined with a sluggish outlet for dressed lamb to depress prices for fat lambs on the hoof during the December trade. Arrivals at Omaha during the 30-day period exceeded those for any corresponding time in eleven years. In all, 230,448 head were yarded. This was approximately 92,000 head more than showed up during November, and exceeded the December, 1929, run by 41,000 head.

The increase may be taken two ways—as indicating either heavier feeding in local territory, or earlier marketing of cornfield stock; probably a little of both.

Unseasonably warm weather, together with the approach of the holiday season, created more than usual uncertainty in the eastern dressed lamb trade. This condition, and considerable variation in the flow of lambs to market, were responsible for quite a fluctuation in prices during the month, and a net loss of 25@50 cents for the period.

Top prices moved within the wide range of \$7.25 for a low and a high of \$8.35. The latter was paid twice, on the 8th, and again on the 26th. As the month ended the market was again slipping and the closing mark was \$8.00. Bulk of the month's business in fat lambs was spread between \$7.25 and \$8.25.

If the reception accorded the heavy lamb so far is any criterion of the future, those that pass 93 pounds will be in for trouble during the present season. All classes of buyers have been discriminating against weight lately. On averages above 100 pounds the discount demanded has been as much as 75 cents per hundredweight. Outlet for them, however, has been erratic at best but it looks as though heavies would be in greater disrepute this

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winter than they have been for the past two seasons.

Native lambs dwindled in daily receipts and by late December very few were coming. The gap between those that did show up and prices paid for fed western offerings was narrowed a quarter or more, bulk of them moving at \$7.00@7.75, with top of \$8.00.

Most of the month's supply originated in cornfields. Western Nebraska and Colorado feeders, having stocked up later than a year ago, and, in many cases with lighter lambs, are slower than they were last season in marketing their product. In some quarters it is predicted that lambs from these areas will not move in any volume for another month at least.

In that case, if there is to be any gap in market receipts this winter, it will in all likelihood make its appearance within the next 30 to 45 days. That is, at those markets east of the Rockies; for, if reports of heavier feeding in the intermountain country are correct, lambs will continue to move towards the Pacific Coast with more or less regularity for another month or longer.

Another factor that has developed within the last 30 days to favor the trade at middlewestern markets is a considerably heavier demand for lambs on shipping account for Atlantic Coast slaughtering points. Shipper inquiry at Omaha during December was far ahead of that time a year ago and was an important factor in preventing no worse a break than did occur in the face of increased receipts. This demand was instrumental in the rally that occurred after mid-month, even though it was not enough to offset the early loss entirely.

There seems to be a pretty general feeling that the number of lambs to be available from feed lots this winter will show quite a decrease from a year ago; but in estimating the supply it must not be overlooked that there are quite a few small bunches of lambs in the hands of men this year who have never before fed sheep. They are pretty well scattered over the country and could very easily fail to show up in the final count.

Increased feeding west of the Rockies, and in such sections as South Dakota, Minnesota, Kansas, and Indiana, is not

to be lost sight of either. There is a very good chance that before the last lamb is counted from the 1930 crop the total will come closer to that of a year ago than was predicted a month ago.

There is, however, a much better chance of the feeder's getting out from under this year than last. Lambs went into the lot at about half what they cost in 1929-30; feed costs are cheaper in many cases, and the weather so far has been ideal for fattening all classes of livestock.

Some are beginning to talk eleven, or even twelve-cent lambs this winter. That sounds high, but even at 9@10 cents the feeder will be able to show a profit on his

operations this season. Many cornfield lambs that have come back at 7 to 8 cents have paid for their board; but here, of course, feed costs are at an absolute minimum.

Bulk of the feeders during December consisted of thin lambs rejected from loads of fat stock. Full loads were scarce and almost a minus quantity so far as westerns were concerned. Demand came mostly from feeders operating local lots but was fully up to the supply and total shipments from this market for the month were 37,972 head, or the heaviest in more than four years, which was in keeping with the month's big run.

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Competition for the feeder lambs that did come was healthy and in the face of declining prices for fat lambs the market advanced 25 cents or more. After opening around the 7-cent line, the bulk sold during December at \$7.00@7.25 and mixed fats and feeders sold late up to \$7.60.

Fat ewes declined in the face of even seasonably light receipts. Packers show very little interest in mutton these days and cut their costs 25@50 cents from late November levels last month. Although the final top on fat ewes to shippers was \$3.65, or within a dime of November's close, the best packers would do in the late trade was \$3.00@3.25. Feeding and breeding ewes were too scarce all month to make quotations possible but all those coming are now moving without much trouble.

K. H. Kittoe

KANSAS CITY

DECEMBER lamb prices moved within an 85-cent range, most of the period within a 25-to 50-cent range. They made a higher top than in November, likewise a slightly higher average price level, but the average price for the month was the lowest in any December in seventeen years.

November closed with top lambs at \$8.15, and the November low top was \$7.25. The December low was \$7.40 and high \$8.25. The prevailing tops were \$7.65 to \$8. December opened with the top at \$7.75. An advance uncovered \$8.25 on the 8th and in the next four days a sharp setback took quotations to \$7.40. After the 15th tops ranged from \$7.60 to \$8.10. On the last day of the month shorn lambs sold at \$8 and no good to choice wooskins arrived, but had they been offered a top above \$8 would have been made.

Regardless of the fact that December prices were the lowest for the twelfth month in any year since 1913, the general market conditions are better than a month ago. Many of the short-fed lambs have been marketed in the past thirty days. Almost a complete clearance has been made from farms in this vicinity. Holdings at railroad feed-in-transit yards are smaller than a month ago and it is only a short time until demand will have to

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depend almost entirely on the more western fed offerings. Conditions of the offerings did not average very good the fore part of the month but some improvement was shown in the past two weeks. Full-fed lambs should begin to show up this month. It is reasonable to anticipate higher prices in January than in December, at least this has been the case in most years.

The favorable indications are that the corn belt has marketed fed lambs freely. The supply in the central west and plains states is short of a year ago. Feed prices are lower than had been anticipated. Weather conditions in most sections have been ideal for feeding. These should be factors in creating a strong position for feeders to resist declines.

Wool and pelt prices continue low. Whether the future lamb market can obtain any strengthening influence from that source remains to develop, but at the present time shorn lambs are bringing nearly as much per pound as wool lambs. In most former years wool grades have outsold shorn kinds around \$1 a hundred pounds. If wool prices advance, as some expect, the lamb market will receive a quick benefit.

Lambs moved into Colorado and Nebraska feed lots rather late in the season. The entire inbound movement is not completed, but on the basis of arrivals to date these big feeding sections will have 20 per cent less than a year ago. A few shipments of fat lambs have been made from the San Luis and Arkansas Valley, and practically none from northern Colorado or western Nebraska. January will inaugurate the general movement from these sections. Nearly every one is anticipating fairly high prices for the late winter period, and doubtless they will be unless too large a per cent of the supply is held back from January and February shipments. Well distributed marketing as to days in the week as well as to markets produces the most satisfactory prices. Holding back for an advance and then rushing shipments brings the most unsatisfactory results. The supply for coming months is in a position to bring a rising market provided it is shipped as it rounds into proper condition.

Feeding lamb supplies were small the

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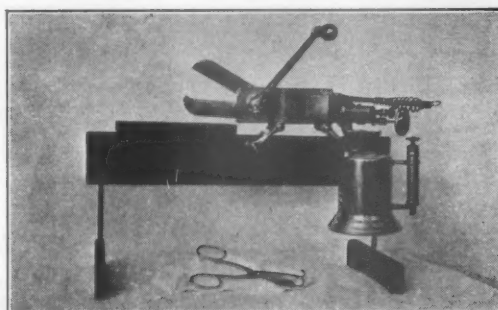
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yearlings \$6 to \$6.50. Sheep made up entire month. Offerings sold readily at a range of \$6 to \$7.25 and much larger supplies could have been disposed of had they been available. If the fat lamb market shows an upward turn demand for thin lambs will be broad as there is a large amount of desirable feed in this section.

December sheep receipts were 119,932 compared with 101,113 in the same month last year, and the largest in any December since 1917. Arrivals for the year were 2,015,693 or 262,811 more than in 1929 and the largest in any year since 1913. In only three previous years have receipts been larger than in 1930.

C. M. Pipkin

DENVER

FEEDER lamb prices were slightly lower at the close of December than at the beginning of the month, while ewes were generally steady. Receipts of sheep in December, 1930, compared with December, 1929, were considerably more than twice as large. The total supply received on the Denver market during the month was 131,912 head, compared to 55,430 head in December, 1929. Despite the large supply, demand was very good and the market was fairly active daily.

At the beginning of December, good quality fat lambs were selling around \$7.75. They maintained this level fairly well during the month and at the close were selling at about the same prices. Feeder lambs that sold from \$7.25 to \$7.65

early in December were bringing from \$7 to \$7.40 at the close of the month. While some feeder lambs were moving out during the entire period, the trade at the close of the month was more or less limited.

Fat ewes were selling around \$3 to \$3.50 early in December and the same grades were bringing about the same prices at the close of the month.

Just what the future holds for the lamb feeders of the West is still very much of a mystery. Those who have marketed fat lambs thus far have found very little encouragement in prices. However, there is a big decrease in the number of lambs on feed in the West, although traders are of the opinion that this decrease will be found to be not as large as it has been reported to be. There is a feeling that when the lambs on feed in various producing sections of the state are accounted for, the West will be found to have nearly, if not quite, as many lambs on feed this year as a year ago.

W. N. Fulton

ST. JOSEPH

SHEEP receipts for December were 109,820 compared with 123,099 for the same month a year ago. Receipts for the year, 1930, were 1,634,171, a decrease of 1,436 as compared with 1929. The lamb market for the month fluctuated slightly from day to day, the top on fed woolskins ranging from \$7.40@8.25, and closing at \$8.00. The top on natives ranged from \$7.00@7.75, and clips \$7.25@7.75.

Feeders were not very plentiful and sold largely \$6.50@7.25. Bulk of the supply came from local feed lots, only a few shipments from the Scottsbluff and Arkansas Valley district arriving the latter part of the month.

Aged sheep were scarce throughout the month and closing prices are 25@50 cents lower. On the close fat ewes were quoted up to \$3.75, yearlings \$6.50@7.00 and wethers \$4.50@5.50.

The lamb market during the year was very unsatisfactory. The top for the year on fed lambs was \$13.50 early in January, while on the close \$8.00 was the top. Fat ewes closed the year at \$3.75 compared with \$5.75 a year ago. Yearlings sold up to \$11.00 a year ago and wethers \$9.00.

H. H. Madden

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WEST TEXAS NEWS

(Continued from page 33)

a head. He is reported to have put out several thousand dollars at this figure. Interest at 6 per cent is charged on the advances. Other Boston firms are expected to do this after the first of the year.

The bitterweed is giving a great deal of trouble in the ranch area of West Texas. Some report heavy losses of sheep. The weed will not cease to be a problem until next spring. Several hundred sections are covered with it. Whoever finds a way to control this pest will make a lot of money. It's spreading each year, an octopus of the range.

Cottonseed cake is selling in the ranch country at the base price of \$32 a ton f. o. b. San Angelo. Contracts for cake made early in the season are being delivered now. Many contracts were made in the west at \$38 a ton. The mills won this time, but last year it was the ranchmen who profited by early contracts.

Ranchmen in this section of West Texas are going to hold their lambs until spring, according to Thomas Glimp, Jr., head of the Texas-Delaine Merino Record Association, with headquarters at Menard. Few mutton Delaines have been sold, he said. The association this year registered about 1000 head of lambs, and a great many more are expected to come in within the next few months.

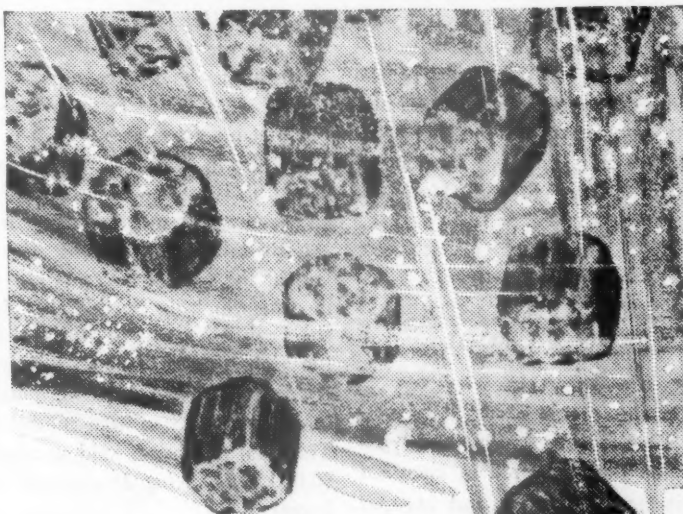
The goat territory of West Texas, consisting of about eight counties, located in the hills and brush country, has received in the last few weeks the stimulus of a promise for a better year through the increased demand for mohair fabrics in automobile upholstery.

The goat man had a hard winter in 1930, followed by a condition of drouth in the summer which has now been relieved by heavy rains, bringing renewed life to the range and immunity from feed bills this winter. His operating costs have been reduced and lease prices are coming down. The price of goats is on the upgrade. Goats have lost less in price, perhaps, than any other livestock on the range, but they never got very high even during the period of inflation that ended in 1929.

Texas, the largest producer of lambs and wool in the nation, sees the year end with no foreclosures having been made on sheep ventures. The state was ill prepared for the decline in prices in 1930 as it had gone through an expensive and severe winter when feed costs had been high. In the spring, there was little sale, comparatively, for the usual shipments out of the state of yearling ewes and yearling mutton sheep.

The state has produced this winter about 60,000,000 pounds of wool and mohair, about two-thirds of which went to the National Wool Marketing Corporation and a good deal of which remains unsold. Just what this cooperative organization gets for this wool is a big factor in the sheep situation today.

The crop of lambs went at prices ranging from $3\frac{1}{2}$ to 6 cents a pound, with the average about $4\frac{1}{4}$ to $4\frac{1}{2}$ cents a pound.



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Destinations were the corn belt, Colorado and the wheat fields of Kansas. Few of these lambs have yet been run to the market, and much depends on what the fat lamb market does in the next three months. Should this market rise \$2 to \$3 a hundred during the next few months, giving feeders substantial profits, there would be a good demand for mutton lambs next fall at rising prices.

There is little speculation in the sheep business today, although two years ago mutton lambs of the incoming crop were contracted four and five months before they were born. The financing of the sheep business is through the banks and the twenty-eight wool and mohair commission warehouses, and thus far none of these institutions has foreclosed on any of their customers.

S. A.

THE TRUTH ABOUT SUBSTITUTES FOR WOOL

(Continued from page 24)

According to Robert Beaumont, English wool authority, an efficient artificial wool, whether manufactured by chemical changes induced in other and cheaper fibers, or by chemical and mechanical development of other products having corresponding chemical formulae, would need to afford, in textile production, the latitude and facilities which wool is known to provide. It would have to be a filament product which would present the range and variations in fiber structure, fiber length, and fiber fineness, as wool does. This is indispensable. Cloth manufacture is extended, as shown, by inherent properties which fleece wools, and also wool substitutes, possess. Therefore, an artificial wool if creatable, in order to be applicable to the woolen and worsted industries under this name, must correspond in some degree with animal wool or hair in spinning, tinting, shrinkage, luster and clothing essentials and values.

Wool as a commodity can be substituted to a certain extent but not duplicated. Therefore, with such a stable product reassurance should come to the sheepmen that synthetic fiber production will not overwhelm the wool growing industry.

SHEEP AND RANGE CONDITIONS IN ARIZONA

RANGE conditions in a general way are good in Arizona. Sheep in most sections are doing well, as yet no winter feeding being necessary. Prospects for early spring feed in the central and southern sections of the state are the most favorable in years. Rains and the ensuing warm weather have served to start the grass earlier than usual.

Winter lambing in the Salt and Gila River Valley pastures seems to have gone over big, the number of lambs saved averaging high. The percentage of twins exceeded all previous records, being almost phenomenal in some cases.

Pasture in these valley areas, while not plentiful, is said to be sufficient for present needs. Green alfalfa and barley, or the two mixed, for lambing ewes, is being had at the rate of 60 cents per head per month, which is considerably less than the peak a year ago, but probably still too high, present values considered.

Fewer ewes were bred for winter lambing this season than for a number of years. The total number is said to approximate 80,000 head, being 25 per cent less than a year ago.

Little comfort for growers attended the marketing of the Arizona lamb crop for the year 1930. The early pasture lambs which began moving to eastern markets in March brought the highest prices of the year, but due to a high feed bill, occasioned by the drouth, barely netted enough in the main to offset production costs. The fat end of the desert lambs, sold for the most part on the Missouri River markets and to Pacific Coast packers, on an average, brought less perhaps, but came nearer balancing accounts than did those from the pastures, being less expensive. The residue of the crop made up of late lambs and cut backs was sold for the most part as feeders at the close of the season, following a twelve-hour shrink at the shipping point. The top price received is said to have been 5½ cents per pound, the lowest level probably in a decade.

While the summer rains were most opportune on all the primary summer ranges, bringing early feed in abundance in those sections, lambs in many localities

failed to fatten, a condition attributed to the effects of the drouth earlier in the year, which made it necessary to send many of them to the feed lots at a time when prices were at low ebb. Rather than accept the prevailing prices offered, a number of our leading sheepmen have procured feed and are finishing their own lambs in feed lots. Ewe lambs in larger numbers than usual are being carried over for breeding and replacement purposes this year in Arizona.

Bert Haskett

COYOTES, DEER AND A GREEN SCOTCHMAN

(Continued from page 36)

job of poisoning tried in that locality, the coyotes knew nothing about it, and it happened to be a fall when rabbits and other small rodents were extremely scarce; the coyotes wanted something to eat even though it was donkey meat.

We knew nothing about the fur value of a pelt in those days. I used to cut the tails off and fasten them to the guy ropes of the tent. Those guy ropes make me think of another experience. As I mentioned before, feed was scarce for the predatory critters and it meant a real job of sheep herding, particularly at night, to keep the coyotes out of the band. It had blown up quite a snowstorm one evening and along towards midnight there must have been at least six inches on the ground. The band was bedded in a well sheltered cove and the storm was not bothering them at all. A quick sharp rush of the band told the tale that a coyote had made a drive for a meal. Hastily lighting the lantern and pulling on the necessary clothes I hurried out to see what the trouble might be and found about seventy five or eighty yards up the little draw from camp a ewe with her throat cut. She was freshly killed and I had beat the coyote to his meal. I trailed the carcass to camp, sticking it under the guy ropes of the tent, with the intention of getting the pelt and using the meat for dog feed.

The next morning there was no sheep to skin. It had been dragged up the draw almost to where I got it and eaten totally. I had but one dog and, that quite a small one, and how that heavy body was lugged that distance except by two or three coyotes has always been a puzzle to me.

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